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ON TREK: Archant KOS Media boss Paul Stannard talks about his Peruvian charity trek. Search: 'Peru'

ALSO INSIDE

LETTERS..... PAGE 14
LEISURE..... PAGES 22-24
BUSINESS..... PAGE 26
SPORT..... PAGES 62-63

ISSN 1753-1111-X



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Picture JENNY ARMSTRONG



The Borough entrance to the King's School, between Northgate and Palace Street, where the new anti-terror steel barrier can be seen just beyond the gatekeeper's hut.

EXCLUSIVE

■ BY JENNY ARMSTRONG

THE Home Office has confirmed it paid for heavy-duty metal blockades designed to protect Canterbury Cathedral from terror attacks.

The barricades are so substantial that archaeologists excavated to ensure the massive foundations would not disturb sensitive remains. The steel barrier at the King's School entrance is several inches thick.

A Home Office spokesman said: "We do not wish to say much about this for obvious reasons. Local authorities and the voluntary sector make applications and we consider them, so we were responding to people who were considering their own situation."

"It was indeed the case that the Cathedral barriers came as part of a successful application to the Home Office."

The confirmation follows reports that UK police forces have been training to combat Mumbai-style terrorist attacks. Armed officers have also been issued with upgraded guns and ammunition.

Last week explosives concealed in a printer cartridge were found on a freight aircraft in the UK, stopping off en route from Yemen to the United States.

The Home Office has not said it considers Canterbury Cathedral a specific target for attacks, but emphasised the threat of international terrorism was rated as 'severe' across Britain. A severe threat level means security

CONTINUED ON PAGE 2



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INSIDE THIS WEEK

NEWS PAGES 4-9 **PROPERTY** ... PAGES 51-54
Q&A PAGE 8 **JOBS** PAGES 55-57
SCHOOLS PAGE 12 **CLASSIFIED** PAGE 61
LETTERS PAGE 16 **SPORT** PAGES 62-63

INSIDE your lifestyle



PAGES 22-24 **LEISURE**
PAGE 26 **BUSINESS**
PAGE 28 **WEATHER**
PAGE 29 **STYLE**
PAGE 30 **MUSIC/TRAVEL**
PAGE 44 **CINEMA/TV**
PAGES 46-50 **MOTORING**

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Printed by Archant Print

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Amenities need public support for lottery cash

■ BY JENNY ARMSTRONG

A RESTORED King's Hall for Herne Bay and a refurbished community swimming pool for Whitstable are both possible as the projects apply to win £50,000.

At the end of November, on ITV, The People's Millions 2010 will ask viewers to choose between competing worthy causes that could receive huge national lottery grants.

The Bay Arts and Culture Centre and Joy Lane Primary's community swimming pool are both in with a chance to hit the jackpot and win the much-needed money.

On Tuesday, November 23, the Herne Bay Improvement and Conservation Trust's Bay Arts and Culture Centre will be up against the Bohemia Walled Garden Association's project to restore a community garden in Hastings.

If the Herne Bay centre gets most phone votes it will win £50,000 so students and staff at Canterbury College can work with the Herne Bay Conservation Trust to restore the Edwardian King's Hall.

In the finished hall, the old theatre foyer would be used as a gallery and cultural centre.

Herne Bay campaigner Phil Rose said: "The King's Hall is an important part of our town's heritage.

"If the money can be used to boost the arts and culture aspect of Herne Bay's life, that would be brilliant."

Herne Bay councillor Peter Lee, who is in charge of the town's regeneration project, said: "Anything that makes the King's Hall more attractive and encourages people to use it is a good idea.



CANDIDATE: Herne Bay's historic King's Hall

"It will be another way of putting the quality and improvements of the town up the agenda."

And on Thursday, November 25, Joy Lane Primary's pool is against the Alkham Valley Community's Disabled Riding Centre.

If Joy Lane wins they can refurbish the school's 30-year-old swimming pool so it can be used by disabled people and everyone can use it all year round.

But the riding centre wants to use the £50,000 to buy a wheelchair-accessible carriage, two ponies and a harness and hire someone to run more riding lessons for disabled children and adults.

Fiona Dempsie, the Big Lottery Fund's regional head, said: "This year it's going to be even more difficult to choose between the good causes up for the public vote.

"We want viewers to throw their support behind their project. Every vote counts."

Anti-terror blockade fitted sat cathedral

FROM FRONT PAGE

services believe a terror attack is highly likely.

The Home Office official said: "The threat level at the moment is 'severe' but that doesn't necessarily mean one location is more likely to be attacked than another.

"This [Cathedral barrier] came about because of local authorities and voluntary groups, so this assessment was theirs, in a sense."

Neither the Home Office nor Cathedral officials were willing to disclose whether other anti-terrorism measures have been put in place in the city.

Lifeboat saves three from stranded dinghy

A CHILD and two adults had to be rescued from a fishing dinghy after it broke down off Seasalter on Saturday.

The Whitstable lifeboat launched just after 1pm after the boat's engine failed half a mile south of the Pollard Spit buoy in the entrance to the Swale channel.

Lifeboat crewmen took one of the stricken boat's crew into the rescue boat and then towed the 14ft Dijon to Harty Ferry near Faversham.

This was Whitstable lifeboat's 61st callout this year.

Lottery winner still has unclaimed prize

A LOTTERY prize of £133,550 has been won by someone in the Canterbury area who has not yet claimed their money.

A National Lottery player who may be in Canterbury, Whitstable or Herne Bay bought a ticket and got right five numbers including the bonus ball in the Lotto draw on Saturday, August 21.

The winning numbers were 8, 15, 26, 33 and 36 and the bonus ball was 1. The winner has until 5.30pm on Thursday, February 17, 2011 to make their claim before their money goes to good causes.

A National Lottery spokesman said: "We are desperate to find this missing ticket-holder and unite them with their winnings. We have the champagne on ice."

If you are the winner, claim your prize by calling 0845 910 0000.

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Big plans for Christmas event

CHRISTMAS in Whitstable is going to be bigger and better than ever according to organisers who have hit back at rumours that celebrations have been cancelled.

This year festivities will be spread throughout the town to include as many businesses as possible.

The main event will be in Harbour Street, as it plays host to a Victorian Christmas. On Thursday, December 2, traditional acts and costumes will fill the road from 5pm to 7pm.

Father Christmas, carol singers, Victorian characters and a period band will be the main attractions. There will also be stilt walkers, jugglers and penny farthing riders.

And on the High Street, townspeople can enjoy Pip the Clown, samba and jazz bands and carol singers. Oxford Street will host a visit from

Father Christmas, live music, dancers and free Punch and Judy and magic shows in St Mary's Hall at 5pm and 6pm.

Town centre manager Chris West said: "The Christmas event is important to the town. It gives local businesses an opportunity to raise their profile and creates a feel-good factor."

"This year's event is bigger and better than previous years. It involves the businesses in harbour Street, High Street and Oxford Street."

There is a free prize draw to win £100 of vouchers to spend in Whitstable shops, a children's competition, special offers for WHIT Card holders and free parking for the first 100 WHIT Card holders in some car parks.

Sarah Cramphorn, owner of What's Up Cupcake in Harbour Street, said:

"It sounds like the celebrations are going to be really good."

"This new idea with the entertainment spread out and the road closed off means more people will be moving around all the shops rather than congregating in one spot."

"Last year was a bit of a washout. It sounds like this year they're going to turn Harbour Street into a scene out of A Christmas Carol."

"Harbour Street has such an atmosphere anyway, it is nice to create even more of one. It is something for the locals to enjoy and give the retailers a chance to give back, to get everybody involved together and create community spirit."

Traders on Oxford Street are also holding a charity Christmas tree lights switch-on on Saturday, December 4, between 5pm and 8pm.

iPhone pervert who took upskirt pictures

EXCLUSIVE

BY IAN READ

INNOCENT woman shoppers had no idea pervert Carl Underdown was following them and taking pictures under their skirts.

But Canterbury magistrates handed out a four-month jail sentence to the 23-year-old after he was caught in Herne Bay's Morrisons supermarket.

Underdown admitted outraging public decency and the jail term was suspended for two years.

For two-months the pervert went about his sordid infatuation and photographed 15 women as they shopped in the Morrisons store.

He was caught by young mum Lori Nelder who was in the supermarket with her two-year-old daughter.

Ruth Dalziel, prosecuting, said Miss Nelder noticed Underdown next to her as she queued at the bread counter.

"He was on his knees. As she moved away, he followed her. She could see he was fiddling with the iPhone and realised that he was photographing her knickers.

In floods of tears she went to the store manager and complained. Underdown was arrested a week later

after he turned up in the store.

Keith Betts, defending, said Underdown has since been sacked from the family electrical firm.

He said: "Companies were refusing to do business with them if he [Underdown] was going to be on site.

"He has lost his job and most of his friends because they don't want to be associated with him. He accepts this is because of his actions in the supermarket."

Mr Betts claimed Underdown was in the same category as paparazzi photographers who regularly take pictures of celebrities in the same way.

He said: "It is difficult to explain why he did it. He'd seen pictures on YouTube and thought they were funny.

"He didn't think he was doing anything wrong. It wasn't his intention to upload the pictures to the net and he didn't derive sexual gratification from them."

It took the bench 90 minutes to decide what to do with him. As well as the prison sentence, Underdown is banned from using electronic or camera equipment in a public place.

Chairman of the bench Ann Norris said: "This is a sexual offence which brought great distress to the victim. Your behaviour was disgraceful. You knew what you were doing was wrong but you continued. This bench will not tolerate such behaviour."

Underdown, of Western Esplanade, Herne Bay, was put on the sex offenders' register for five years.



PERVERT: Women in Morrisons supermarket, shopped unaware that Carl Underdown was using his iPhone camera to take pictures of their underwear

Four arrested in nightclub brawl

FOUR people have been arrested following a brawl outside the Chill nightclub in Canterbury in which two men were hospitalised.

The men, in their early 30s, had been hit over the head with a bottle at 2am on Friday, October 29. They were taken to the Queen Elizabeth the Queen Mother Hospital in Margate and are both conscious and stable.

The fights took place between students and people from London.

An 18-year-old Canterbury man, a 19-year-old Canterbury woman, 22-year-old London man and a 23-year-old man from Canterbury were arrested.

Police are asking for witnesses to the fight to come forward. Call Kent Police call 01622 690690 or Crimestoppers anonymously on 0800 555 111.

Driver injured in four-car pile-up

A YOUNG driver is in intensive care after sustaining life-threatening head injuries during a four-car pile-up on Calcott Hill, Sturry.

At 8pm on Thursday, October 28, a Peugeot 106, a Ford Fiesta, a Citroen Belingo and a Vauxhall Astra all crashed.

The 21-year-old Peugeot driver has been taken to the Queen Elizabeth the Queen Mother Hospital in Margate with his 20-year-old male passenger.

The female Fiesta driver, from Herne Bay, was treated in hospital for whiplash. The road was closed while police officers from the Serious Collision Investigation Unit examined the scene. The road was reopened at 3am.

Anyone who saw what happened should call the crash investigators' witness line on 01622 798 538.



WINNER: Lee McQueen will give a talk

Apprentice Lee talks business

A WINNER of The Apprentice will be giving a talk as part of a networking meeting at the University of Kent tomorrow.

Anyone interested in enterprise is welcome to the event, which will be attended by Lee McQueen, winner of The Apprentice's 2008 series.

He will be talking about his win and his new business venture.

The Network612 event will take place between 5.30pm and 7pm at the Woolf College foyer and lecture theatre. There will also be a talk on how to network a room. Refreshments will be available.

Predator jailed after police find 'rape kit'

A "DEVARIANT predator" who tried to attack a woman has been sent to prison indefinitely after police found a "rape kit" in his car.

Murray Fairweather, a 32-year-old horticultural worker from Shaftsbury Road, Canterbury, was arrested in September after he chased a woman down New House Lane wearing a sack over his head.

The woman managed to hail a passing driver who stopped to help and called the police.

Police managed to track Fairweather and found what detectives and the judge in his trial have described as a "rape kit" in his green Peugeot 306. The kit included a pocket knife, condoms and anti-bacterial gel.

Police have said he was planning to tie victims up with bicycle inner tube and hide his face with the homemade balaclava.

When searching his computer, detectives found indecent images of children and also discovered he had been researching ways he could avoid leaving forensic evidence. His internet history also showed Fairweather had visited several pornographic rape sites.

Fairweather was sentenced on Friday, October 29. He cannot be

considered for parole for at least five and a half years.

DI Nick Green said: "Thankfully the police investigation prevented this dangerous criminal from ever carrying out his sick fantasies, though for every indecent image there is a child victim and this must not be forgotten.

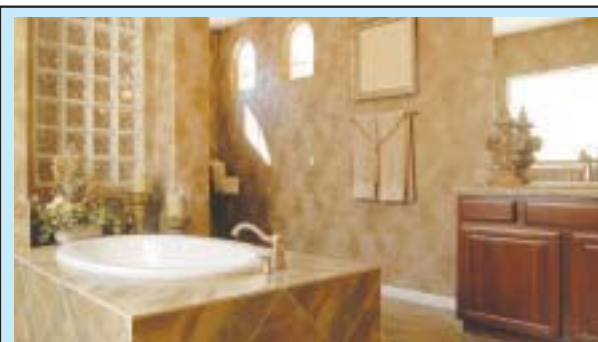
"The length of the sentence underlines the seriousness of the offences. I want to praise the young woman who trusted her instincts and ran from Fairweather.

"She showed great courage when giving her evidence, which was as compelling as it was heroic.

"Her actions, and the help of the members of the public who assisted her on the day, have jailed a deviant predator who would have attacked other women."



JAILED: Fairweather



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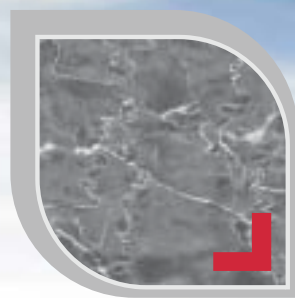
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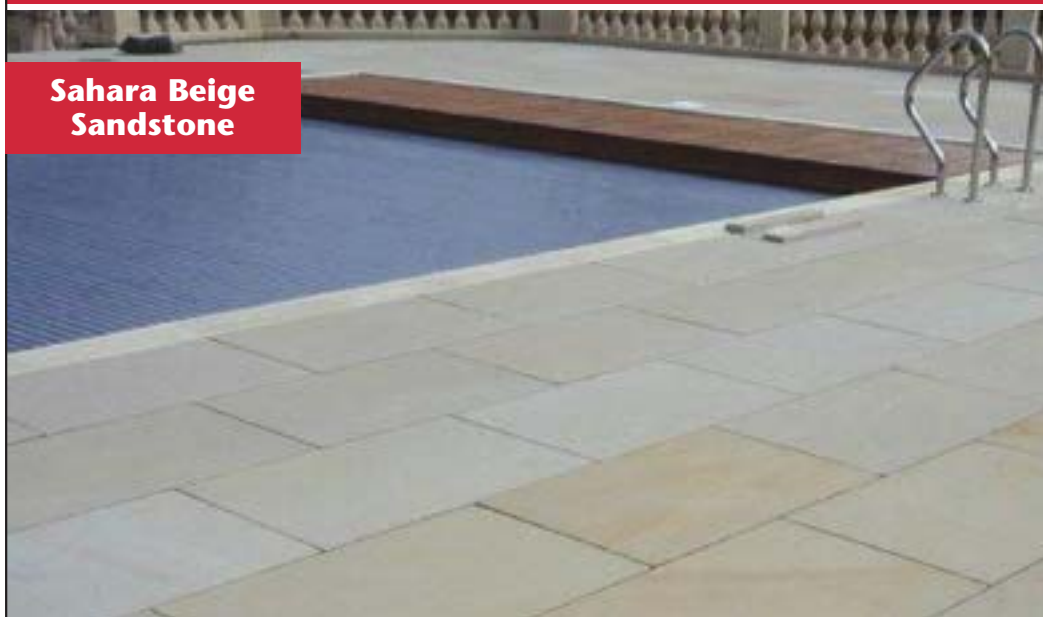
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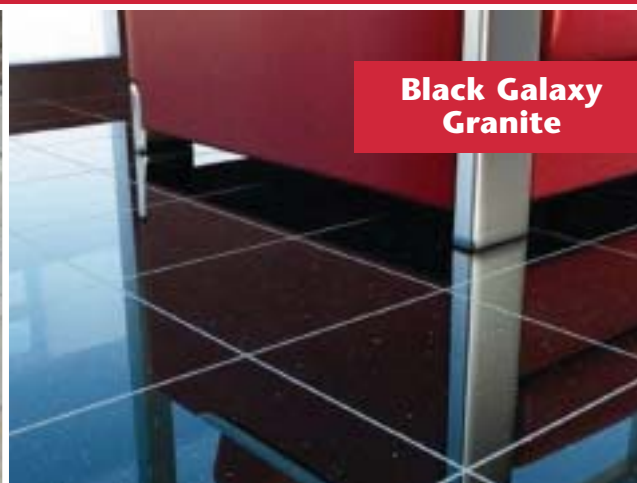
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EARLY WARNING: Ann Ashby had reconstructive surgery after her cancer, while Sylvia Mitchell lost her hair

Breast cancer survivors urge early detection

■ BY MARIJKE COX

WHEN Ann Ashby found a lump in her breast she pushed the problem to the back of her mind and carried on with normal life.

But five weeks, a biopsy and a mammogram later, the 54-year-old from Whitstable was delivered the shattering news she had cancer in both breasts.

Ms Ashby, who works at the University of Kent, had surgery to remove both breasts, followed by chemotherapy and radiotherapy.

And to mark the end of Breast Cancer Awareness Month she has shared her own personal story in an attempt to get more women to recognise the early symptoms.

Ms Ashby said: "I felt fine, I was still charging about at work and put my lump down to menopausal breast changes."

But after seeing her practice nurse she found out she had cancer and underwent surgery and treatment followed by reconstructive surgery.

Ms Ashby now attends the Breast Friends support group to meet others who have had the same experiences.

Nationally, almost 46,000 women are diagnosed with the disease every year, with one in nine developing breast cancer at some point in their lives.

Breast screening saves 1,400 people in England and Wales annually, but the NHS is urging more women to come forward.

Another cancer survivor who chose to open up about her personal battle was Sylvia Mitchell, from Graveney, near Faversham.

The 57-year-old said she never thought she would be affected by breast cancer and assumed a discolouration on her right breast was a symptom of her sweat gland infection.

"It never crossed my mind I'd get breast cancer so I didn't bother going to screening."

But a few months later she felt a lump in her breast and was diagnosed with the illness.

Mrs Mitchell underwent chemotherapy for five months and had her right breast and 16 lymph nodes removed.

The former IT network engineer admitted losing her hair was upsetting.

"That's the worst bit. I used to have hair down to my waist so when it fell out I felt like the ugliest person," she said.

John Rodriguez, NHS Eastern and Coastal Kent's assistant director of public health, urged women aged between 50 and 70 to go for a mammogram every three years.

The age is currently being extended to cover 47-73-year-olds.

He said: "I would urge all women to take up their invitation for screening and to check their breasts regularly for changes. Screening and being breast aware really can save your life."

East Kent Hospitals Charity has launched an appeal to raise £1.2 million for three high-tech digital machines, costing £370,000 each, to diagnose breast cancer faster at the William Harvey Hospital in Ashford, Queen Elizabeth the Queen Mother Hospital in Margate, and Kent and Canterbury Hospital.

Ivor creator refutes lost film claims

THE co-creator of the Ivor the Engine TV series (pictured) has rubbished claims that 26 original films have suddenly been discovered at his home near Canterbury.

Peter Firmin, who along with the late Oliver Postgate founded the Smallfilms company in the 1960s, told this paper that reports the clips had been lost for years were "rubbish".

The national press revealed this week how Mr Postgate's son Daniel spotted the film reels while searching through Mr Firmin's former pig shed with film researchers from Kaleidoscope.

"I knew they were there," said Mr

Firmin, who helped create legendary children's characters Bagpuss, Basil Brush and The Clangers.

"They've been there since the 1960s.

"I wouldn't call these lost," he said "They were horrible and very crude. We were learning about animation at this stage.

"I suppose it's a nice story saying they have been uncovered for the first time in 40 years, but the truth is we just never needed to see them."



yourcanterbury.co.uk
NEWS IN BRIEF

Older carers' reform fears

A GRANDFATHER from Canterbury spoke at a major rally calling for more recognition of the work he and others do as carers.

Jim Newell was among more than 200 who arrived at Westminster on Thursday calling for more respect from the Government, describing carers as the 'forgotten army'.

The rally, organised by the charity Grandparents Plus, decried the recent welfare reform and associated child benefit cuts they say will undermine their ability to care for young relatives.

Mr Newell said: "My wife and I are the sole carers for our three grandchildren and when they initially came to live with us four years ago, I continued to work full-time.

"I had to give up my job; it was far too stressful working and taking care of the children, who were all under three at the time.

"I believe more needs to be done to recognise the important role grandparents play in caring for children. We get little financial

support and already live on a shoestring.

"It's frightening to think what the implications of the spending cuts and welfare reforms might be."

Grandparents Plus says there are 200,000 family and friends carers, raising about 300,000 children in the UK, who would cost an estimated £12 billion each year if they were in the care system.

The majority of these households have under £300 a week to live on, plus seven per cent get no benefits at all.

Chief executive Sam Smethers said: "Here are grandparents doing the right thing and all too often they take a financial hit and their health suffers as a result."

Latest Stone appeal denied

HAMMER killer Michael Stone has been refused a new appeal over his conviction for the 1996 murders of Lin and Megan Russell.

The Criminal Cases Review Commission ruled on Tuesday that it had identified "nothing which justifies referring the case for a new appeal".

Stone is serving three life sentences and has been told he must spend at least 25 years behind bars over the attacks in Chillenden, near Canterbury.

He has always protested his innocence but has failed on several occasions to have his conviction overturned.

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Media boss treks ancient Peru to aid kids' charities

■ BY NICK AMES AND KATY LITTLE

NEWSPAPER boss Paul Stannard took time out from making boardroom decisions to see what life is like in one of the most remote and historic places on earth.

As part of a drive to raise funds for Dave Lee's Happy Holidays and children's hospice Demelza House, he trekked through the rainforest of Peru, along mountain trails, across wide rivers and lakes before ending up in the fabled lost city of the Incas – Machu Picchu.

On the way, he encountered piranhas, tarantulas, battled altitude sickness and witnessed the ravages of a jungle storm.

"Children's charities in Kent are something KOS has been involved with for six years and I felt it was time I did something myself," said Mr Stannard, part of a group of 14 trekkers.

The trip followed the ancient trail of the Incas and at one point the group found themselves on a rickety structure erected 200ft up, looking down on the canopy of the rainforest.

The group were shown an insect which can

stun a tarantula before laying its eggs in the deadly spider, and at night listened in tents to the sounds of the jungle creatures.

One of the main dangers of trekking in the Peruvian rainforest at altitude is fierce thunderstorms.

"The weather can change so quickly," said Mr Stannard, who described his journey as "very emotional" and the final descent into the ruins of the former Native American civilization as "overwhelming".

"When you climb the Sun Gate and look down on the city everybody gets emotional."

Mr Stannard said his trek gave him some new perspectives.

"It made me think about the people I was doing it for, about my family and life in general," he said.

"The local people are a hardy lot, maybe they haven't as much as others in some ways but they are always cheerful.

"The first couple of days were fine but later on I started thinking 'What on earth am I doing?'. But now I'm back I think it was a fantastic experience."

To donate to Dave Lee's Happy Holidays go to www.justgiving.com/Paul-Stannard and for those who wish to contribute to Demelza go to



REALITY TREK: Paul Stannard (centre) with his fellow trekkers at Machu Picchu; and a friendly tarantula



www.justgiving.com/Paul-Stannard0.

Anyone wishing to donate by cheque should make them payable to Dave Lee's Happy Holidays or Demelza House Children's Hospice and send them to Kerry Head, KOS Media Ltd, Apple Barn, Hythe Rd, Smeeth, Ashford TN25 6SS.

If you want to see Mr Stannard talking about his travels go to www.yourkenttv.co.uk.

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QUESTION & ANSWER

CLIVE LEE



Q Why did you originally joined Caldecott?

A I joined in 2004 after spending 25 years with local authorities, latterly at Buckinghamshire county council, where I was head of social care for children and families, before that with Lincolnshire county council, and as an inspector with the NSPCC.

Coming to Caldecott meant that I could be directly involved with helping young people who have suffered extremes of cruelty, neglect or abuse to rebuild their lives, and influence the quality of the care they receive with a highly-skilled staff of 200.

Q What does the foundation do?

A We provide an assessment centre, residential homes for up to 50 children aged 5 to 16, an on-site school teaching to GCSE-level, a therapy centre and a fostering service.

Q How has caring for vulnerable children changed in recent years?

A The basic principles remain the same – to ensure our children feel safe, supported and listened to, with clear boundaries and expectations. We encourage them to achieve in all aspects of their lives, whether in relating to others, in the classroom or taking part in hobbies and games. Our objective is to help them become rounded adults, able to form successful relationships and enjoy a happy family life.

Q Many children in care have serious behavioural and emotional problems – do you think the man in the street understands the reasons why?

A It's incredibly difficult for anyone to understand the trauma these young people have suffered and, yes, sometimes it results in outbursts of temper and destructive behaviour. Others will withdraw into themselves, and it's hardly surprising when they have endured experiences which nobody should have to suffer, including being taken away from all that they have known in the past.

Some children test carers to the limit, simply to find out if they will suffer further rejection and disruption to their fragile lives. But they have the same hopes and dreams, the same need for warmth and security, as other children. I believe we have a responsibility to care for all our children.

Q What happens to young people when they leave Caldecott?

A Happily, many go on to lead fulfilling and productive lives and careers. Former Caldecott children have included a county police chief constable, barristers, solicitors, and a grammar school headmaster. It's particularly rewarding to see traumatised children settle down at Caldecott, begin to gain respect for themselves and others, and learn academic and practical skills. Some, of course, have been so damaged that they later go on to more specialised adult care to tackle ongoing needs.

Q Do you think government cutbacks will have an impact on young people's care?

A I'm certain of it. Most of our children are referred to us by local authority Social Services departments, and they do their best under severe financial pressure. Many children now come to us later than they would normally have, after multiple care and foster home placement breakdowns and with even more complex and challenging needs.

Q The Foundation celebrates its 100th anniversary in 2011 – how do you see its future?

A Continuing to do what we do well, adapting to the needs of vulnerable young people, and providing new services. For our centenary year, we are hoping to raise £750,000 for facilities such as a vocational training unit to help our older children learn skills such as car mechanics and hair and beauty. We are launching a major profile-raising programme, including a thanksgiving service at Canterbury Cathedral in May, a summer garden party, and a charity art auction.

Q Can people get involved with the centenary campaign or more generally?

A We welcome volunteers. To find out more, go to www.thecaldecottfoundation.co.uk or call Sam Scott or Timothy Allison in our fundraising department on 01303 815697. We are also recruiting foster carers – call Keith Nix on 01303 815653.

Q&A

The chief executive of The Caldecott Foundation in Smeeth, talks to **Ed Hill** about the charity, which cares for some of society's most vulnerable young people, and celebrating the organisation's centenary next year.

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School of Arts is officially opened

THE chairwoman of Arts Council England was on hand to officially open the University of Kent's new £6.6 million Jarman Building last week.

Dame Liz Forgan – a former managing director of BBC network radio – unveiled a plaque for the School of Arts centre.

The building, which is named after the late iconic artist and former Dungeness resident Derek Jarman, houses drama and film studios, computing and editing suites, a large art gallery and teaching rooms.

Deputy vice-chancellor Prof Keith Mander said: "The arts play an important role in the life of the nation and are popular with students."



ICON: Derek Jarman

Kent. It is very fitting therefore that this superb building should bear his name."

Acting head of the School of Arts, Dr Nicola Shaughnessy, added: "Jarman, much like a Renaissance artist, engaged in a wide range of art forms, many of which are taught in our school."

"He was a writer of autobiographical journals, a poet, a painter, a scriptwriter, a film director, a cinematographer and a set designer."

"Our investment in this building sends a clear signal at a time of difficult spending decisions that the University of Kent values its work in this area."

"Derek Jarman was one of the most important British artists of the 20th century and is closely identified with Kent."

GPs are preparing for their new roles

Following news that NHS primary care trusts will be abolished and groups of GPs will instead control local healthcare, Dr Robert Stewart gives his views on the continuing changes.

PRIMARY Care Trusts have never stirred the hearts of the public in quite the way hospitals do.

And they have never been able to enjoy the face-to-face relationship that a doctor can have with his patients.

To many they are the faceless bureaucrats sitting in an office, obsessed with targets and tick-box exercises. To most people though, they may mean very little at all and few will shed tears over their abolition, scheduled for 2013.

However when a recent article in a health journal asked 'What did PCTs ever do for us' the answer turned out to be a surprise.

To help GPs get to grips with all they are being asked to take over from PCTs under the proposals, we have been compiling lists of all we do – and it runs to more than 200 functions.

In future GPs will have responsibility for finding out what healthcare services communi-



ties need and purchasing these services on their behalf. But that is just the beginning of the story – behind the scenes there are a myriad of functions essential to the management of the system, from contract monitoring to consulting patients, that GPs in their new groups – or consortia – will also have to take on.

GPs are keen to explore all these 'hidden' roles, to ensure they are well-prepared and

properly resourced to move into a shadow phase as early as possible, for some it could be from April 2011.

Every time a GP refers a patient for treatment, or writes a prescription, they are in effect 'commissioning' so this is not a new concept to them, but the scale of the new system is bigger and more comprehensive than anything previously experienced.

There has been much talk about the fact that GPs are not number crunchers or management gurus, but the truth is they know only too well that they cannot personally do it all. They are very able people, and probably have a broader focus than some would expect, but nonetheless they recognise they will need support.

Meanwhile we are wasting no time in reducing our management costs, and reviewing our plans for the coming year. We will make sure when we hand over to GPs the finances are in good shape, and that by closely working together there is a smooth transition.

You can be sure that form will follow function – more than 200 in fact – so the future system really is designed around the needs of patients, not around a brick building or a logo.

• Dr Stewart is a medical director and director of clinical commissioning for NHS Eastern and Coastal Kent, and is also a practising GP.



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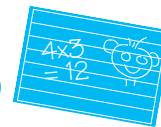
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BREAK TIME

GCSE grades better than first thought

GCSE results in Kent were above the national average and better than originally thought, according to new figures.

Provisional data released by the Department of Education shows 78.6 per cent of students in the county got five GCSEs between grades A* to C.

This is up 5.6 per cent on last year's results and 1.1 per cent higher than rough figures released in August. It is also 3.8 per cent higher than the national average.

And 56.4 per cent of students got five grades A* to C where two of those grades included English and Maths. This is up 4.4 per cent on last year and 0.5 per cent higher than figures originally released. And Kent was 3.3 per cent above the UK average on this measure.

Pupils' garden voted best for second year

HOATH Primary School won an award for having the best school wildlife garden in Kent for the second time yesterday.

Teacher Georgina Champion, headmistress Andea Noak and children from the school were presented with a wooden butterfly sculpture, which they have on loan from Kent Wildlife Trust for the year.

Home gardeners and organisations which too park in this year's Wild About Gardens scheme also received certificates, plaques and community awards yesterday.

The achievements were part of the Wild About Gardens scheme run by Canterbury council and Kent Wildlife Trust.

Spires pupils on top of the world at GCSE awards night

■ BY JENNY ARMSTRONG

PUPILS who achieved 16 GCSEs each were among those given awards at an achievement evening held for Spires Academy students.

At the King's Hall, Herne Bay, Alice McKay and Jed Toole won prizes for their top Year 11 results. Miss McKay did particularly well by passing four of her GCSEs with the highest possible A* grade.

More than 300 people went to the ceremony and 83 prizes were given out. Some students won several awards.

Nivaldo Dos Reis was one pupil who won a prize for making the most progress in Years 10 and 11. The Brazilian student joined the Spires Academy three years ago with very limited knowledge of English.

Efforts

But his determination and hard work impressed teachers who gave him the Sharon Dray Memorial Prize, named after a Spires Academy science teacher who died a year and a half ago.

Awards were given to students who made a positive contribution to life in the school or the district's community and who made exceptional efforts and progress in the 2009/10 academic year.

Prize-winners were each given £10 shopping vouchers and achievement certificates.

Robert Palmer, the school's head of creativity and media, said: "It was a wonderful evening, much deserved by our students,



GCSE SUCCESS: Spires headteacher Helen Foster with Year 11 and Year 7 pupils last year

which enabled us to celebrate their hard work and congratulate them on their determination to succeed.

During the evening parents, teachers and students listened to clergyman Canon Peter Warr speak about his work with Team Tanzania, which gives health and education provisions and services to the African country.

Canon Warr also presented pupil James

Rintoul with the Outstanding Achievement Award for his contribution to the school community.

The Canterbury-based charity helps villagers restore wells and buy rainwater harvesting devices to get clean water. It has also built a secondary school and accommodation for teachers and has sent medical equipment such as defibrillators, scanners and bandages to the country.

SEND your schools news and pictures to yourcanterbury@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk

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Conference Programme



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Lord Michael Howard, Baron Howard of Lympne
Paul Stannard, MD, ARCHANT KOS MEDIA



Tim Allen
MJ Allen

Session 1. 9.30 – 10.00

Winning business from the public sector TODAY Panel discussion

In the wake of the comprehensive spending review, many businesses will have to review the way in which they trade with the public sector. Public sector procurement covers everything from multi-billion pound orders for aircraft carriers down to contracts to clean the windows of local schools or supply flowers to the town hall. Every government department, local authority, LEA and health trust has its procurement officers and each has its own buying requirements.

Panel members: Tim Allen, Group Managing Director, MJ Allen
Martin Wragg, Defence Suppliers Service, MOD
Jeff Alexander, Head of External Affairs, South East Region, EEF



Phil Beavan
Innovation & Growth Team

Session 2. 10.15 – 10.45

Readying investment... how to catch your dragon

Many people have some great ideas; however, translating them into a tangible prospect for business and investors is not always so easy. Come along and hear how to attract and secure equity investment into your business... the do's and don'ts, rights and wrongs... and how to spectacularly cock it up.

Speakers: Phil Beavan, Portfolio Director, Innovation & Growth Team
Elizabeth Dolding, Partner, Warners Solicitors



Elizabeth Dolding
Warners Solicitors

Session 3. 11.00 – 11.30

Digital Revolution: What's in it for business?

Apps, stats, video, mobile technology, the web – what does it all mean for business? How can we be a part of the digital revolution and what are the implications for businesses. Come and hear from a leading expert, who has over 10 years of experience in this area, as well as working for leading companies such as Lycos Europe.

Speaker: Johnnie Jensen, Success Engineer, Tmandi



Johnnie Jensen
Tmandi

Session 4. 11.45 – 12.15

Tweet, greet and network... is social media like Twitter, Facebook and LinkedIn worth the investment?

Despite the tremendous growth of business presences on social media sites, such as Facebook, LinkedIn Twitter etc, there are still many misconceptions about how best to use it. Come and hear from an expert, with many years of experience in this area and dispel some of the myths. Get advice about spending time up front doing analysis, research, goal setting and how having a strategy will make a social media plan easy to execute.

Speaker: Dan Maudhub, Managing Director, Wonderful Creative Agency



Dan Maudhub
Wonderful Creative Agency

Session 5. 1.00 – 1.30

Win the war for talent – getting the best staff

Despite the prospect of job cuts and redundancies, many sectors are struggling with a real shortage of skilled staff. With the green shoots of economic recovery starting to appear, businesses will have to work harder than ever to retain talent, and understand the best way to recruit such staff initially. Come and hear from a leading HR expert, who will offer businesses tips and hints on how to achieve this.

Speaker: Simon Brown, HR Transformation Deployment Director, Coca Cola Company



Simon Brown
Coca Cola

Session 6. 1.45 – 2.15

Manage and inspire... it doesn't have to be a secret

Books and courses are not a panacea to good management, nor do they guarantee that people will be able to put the theory into practice. Come and hear from a motivational speaker, who has over 20 years experience in operational management, sales, change management, training & coaching, personal and organizational development.

Speaker: Neil Annis, Managing Partner, ThinkGap

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Neil Annis
ThinkGap

Session 7. 2.30 – 3.00

Global brand marketing strategies for local businesses

Discover a world of multi-channel marketing opportunities and learn how big global brands maximise mobile apps, digital, print, social networking and PR as interconnected revenue generators. We showcase how local companies can create their own revenue and brand success through a strategic multi-channel campaign, quickly, efficiently and effectively.

Speaker: Ben Edwards, Marketing Manager, Page Suite



Ben Edwards
Page Suite

Session 8. 3.15 – 3.45

The Big Debate – what will be the role of business in the Big Society?

David Cameron launched the 'Big Society' to empower communities and said that groups should be able to run post offices, libraries, transport services and shape housing projects. What are the implications of this for businesses and how can they be involved? Come and join a panel session with leading experts from business and social enterprise to hear what they think the future landscape may look like.

Celia Richardson, Director of Communications, Social Enterprise Coalition
Johnnie Jensen, Success Engineer, Tmandi
Clive Relf, Senior Business and Tax Partner, Reeves & Co LLP
Desmond High, Director, EMC Management Consultants Ltd
Roger House, Regional Chair of the Federation of Small Businesses

Panel members:

Speakers' Corner



SMART marketing and funding can turn a good idea into a profitable business, says an industry expert.

Phil Beavan, portfolio director for the Innovation and Growth Team, said too much focus is often put on a product without enough thought about how to bring in investment.

The straight-talking business guru will address Business Week Live delegates on 'Investment ready – how to catch your dragon'.

"You have to make sure the product is financially ready, that there will be high growth and a good exit route," he said.

"People have to make sure they are investment ready. There have been real horror stories where people have got a great product, but spend so much time focusing on that that they get nowhere and have lost a lot of money."

Mr Beavan said since he started with the Government-funded Kent and Medway Innovation and Growth Team in March, he has raised just over £500,000 in investment for businesses.



BUZZ words are out and straight-talking in says motivational speaker Neil Annis.

The Kent-based business expert will let Business Week Live delegates in on 'The Secret of being an Inspirational Manager'.

"I'm going to talk to people about how to get the best from themselves and how to adapt as a manager to keep staff motivated," he said.

"This is not about buzz words and hype – I really don't like that – this is about tips and advice that can be easily translated in any organisation."

"People need to be able to implement knowledge, skills and ideas into the workplace to run a successful business."



FACEBOOK, Twitter and other social networking websites have levelled the playing field between large and small businesses, says digital marketing specialist Jonnie Jensen.

Mr Jensen's Tmandi firm works with other companies to help them improve their internet

search ranking and teach them how to make the best use of modern technology – a must in business today he says.

He will talk about 'The Digital Revolution' at Business Week Live: "The digital revolution has enabled businesses of all sizes to compete against one another. In the earlier days of the internet it was all about who had the most money to spend. A classic example would be companies from the insurance sector buying the most expensive keywords so customers would always come to their sites first on search engines like Google."

"But now the use of social media like blogs and forums has brought us right back to what was the original measure of a successful business, and that was representation."

"I'm keen to point out to small and medium-sized firms that there's never been a better opportunity for them to succeed. All it really takes is a creative mind and a commitment to reach the top."



PRIVATE sector firms should be pulling out all the stops to capitalise on the outsourcing of public sector contracts, says engineering boss Tim Allen.

Mr Allen – the group MD of the Ashford-based MJ Allen Group – is taking part in a panel discussion on the subject at Business Week Live:

"Although there will be lots of cutbacks, the public spend is still large and there's still work to get. And with more outsourcing away from public control, there's a great opportunity for private companies to make the best of it. "But there's no substitute for getting out there, knocking on people's doors and letting everyone know what you do."

Which makes Business Week Live a 'must' event, he said: "It's all about meeting as many new people as possible."

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Why Businesses Should Attend



by **STEVE LOADER**
BUSINESS EDITOR
steve.loader@kosmedia.co.uk

Business Week Live makes its debut on Wednesday November 10 – exactly three weeks after the Government's Comprehensive Spending Review.

We all knew the CSR would be a bitter pill to swallow – we hope and pray it will do good even though it tastes foul at the moment.

I know many businesses had been holding off making their plans for 2011 because they wanted to hear what Chancellor Osborne had in mind.

Now they know, they need to move fast to get those crucial plans in place for what will be a pivotal year for them and the country.

And I'm happy that Business Week Live can deliver solid foundations upon which to build

or re-build rather than an exercise in tracing pretty patterns.

Instead of token celebrity speakers which, as a scribe I would welcome for the anecdotes and column inches they deliver, there is a roster of experienced industry experts discussing issues facing us all today at Business Week Live who can send delegates away with more than a few top tips that may rescue and re-energise their business.

There are a few stands remaining so companies need to move fast to secure one.

Entry is free of course, but some proprietors and managers may question whether they can afford time to attend; I would ask 'Can you afford not to?' when there is so much free advice and expertise on offer. Plus £2,500+ worth of training access from one speaker alone.

An hour or two spent here is far more valuable if it saves your company, staff and jobs – and the latter means prosperity for us all.

Take out insurance for your business - get yourself registered at www.businessweeklive.co.uk.

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On average, our MBA students have 10 years management and International experience. The session will enable companies to come and discuss ideas, issues and generally brain storm with qualified business experts from all industries and age groups.

Sessions are free throughout the day, however numbers are limited so book your place early by emailing s.blanchard@kent.ac.uk



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45 minute Interactive seminar exploring the role of creativity within business.

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- How can creative approaches to thinking and solution finding help develop successful businesses
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YOUR LETTERS



I'm certain your blogger is mistaken

The blog by Gary Wright published last week was disgraceful and disgusting and clearly written to throw up controversy.

There could have been any number of operational or personal reasons why the emergency services didn't approach the scene straight away, not least I'd imagine, that they have their own families to think of.

I'd love for Mr Wright to meet a member of the emergency services, who face death every day in one way or another, and see how they feel about his blog.

Richard Harrop, by email

Emergency services don't deserve pay rises

If the coalition is serious about fairness to taxpayers, it would veto any pay rise for firefighters, policemen and ambulance crews.

I listened carefully to news about how firefighters delayed entering the Tube saying they were afraid another bomb would go off, they are certainly not all angels.

Emergency services require courage of course, but I believe privileges have to be earned and not be granted on demand. None are indispensable in the short or long term.

Among my friends' and neighbours' families are firemen who all have lucrative second incomes from cash businesses. Is it their second incomes they want to preserve and walk away with £10K annual pay rise each as well? Is that not as unfair as inflated housing benefits of over £21K per year that are being tackled?

A decline in standards of service owing to lack of commitment by the workers as well as their bosses is evident throughout state-employees, who are accustomed to getting undeserved bonuses and rewards for failure and fixed targets. It will get worse because among the self-employed and younger people an attitude of "I would do exactly the same if I could get away it" exists.

Has tacit acceptance of corruption, sleaze and cover-ups become the norm? Casualised staff are suffering increasing hardship from job and housing insecurity. My message to the state sector is welcome to our world.

Name and address supplied

yourblogger

Gary Wright considers the changing face of the poppy appeal and how we remember the fallen



REMEMBRANCE Sunday is next weekend and the poppies are out in force but this year there's a cool new poppy: one with a sticky back.

Genius. After 65 years modern tech has at last got rid of that bloody pin to hold the poppy in our lapels.

Get one today. Do it now (the sticky one costs the same as the pin on one) and they set off all manner of autumn clothing really well... oh yes, and it demonstrates you remember and you care.

Actually hands up everyone who thought I was going talk about the purple poppy. What you've not heard of the purple poppy? You wear with pride to remember all the animals that lost their lives and suffered in human conflict.

Did you also know that in this country, which does war memorials pretty well, there is a memorial to all the animals that died in conflicts around the world on the Park Lane side of Hyde Park?

Now, I don't want to say those animals should have died in vain, but line them up alongside the chickens and pigs that 'suffer' to get the food on my table each day and I reckon the memorial (£2 million in 2004) may be a bit over the top.

On Sunday I will make an effort to remember all those who gave their lives for my country.

I'm approaching 50, well it's quite a way off actually, and I believe I am the last generation for whom our

parents, grandparents and relatives used the Second World War as a reference point. They simply called it "The War" ("The Great War" was 1914-18, of course).

We kids knew about it, yet it was the olden days to me (I was born 17 years after the end of The War, an eternity when you are a child)

In these inclusive times we are encouraged to remember all our servicemen in other conflicts like Korea and the Falklands. But while I admire the work of our servicemen even now in Afghanistan, that's not what "Poppy Day" is about.

This was about Armistice Day, the War to End All Wars and it was easy for a still reeling British public to include the Second World War.

Today a charity like Help for Heroes does brilliant work, so the need for the money that goes to the British Legion from poppy sales must diminish.

So, the poppy's day is probably numbered as a fundraiser – but it performs a secondary, important role.

Too many people moan that our country lacks an identity, that it is being diluted by multi-culturalism, that we don't have a clear idea of the meaning of being British. Surely the poppy symbolises it still?

And so the poppy brings us together as a nation every November to celebrate that we have stood up to tyranny when others have capitulated or rolled over.

In that cause millions have given their lives to enable us to live as we do today, and we should never forget them. And that must be a reason to celebrate.

Do buy a poppy, today (the sticky one is really good).

If there is a story in your area you think we should be covering contact the news editor, Gareth Arnold, on 01303 817025 or email him on the details above. If you want to be the next Canterbury blogger then all you have to do is submit an article to us (of around 550 words) and email it to the editor. And don't forget, for all the latest news and video from your town log-on to www.yourcanterbury.co.uk.

Professionalism overrides all fear

I find it hard to believe that professional, trained emergency services would hang back from helping others because of fears for their own safety.

We depend on these undoubtedly brave people to help us in times like this and I am stunned at the thought that they would make people wait in pain, bewilderment and fear while they made absolutely certain that it was safe to go in.

Undoubtedly, senior officers need to protect their men, but that should involve a quick and professional assessment of the immediate circumstances, not the long-winded period of prevarication that seems to have been the case here.

Malcolm Triggs

Discrimination is totally unacceptable

Discrimination laws; the title would make one think they are supposed to bring equality for all, in all walks of life, when in fact it so often means that discrimination is enshrined in law to work against certain classes of people.

Reading in last week's article that the police admitted they usually send more 'flash motors' to gypsy sites when they have to make an arrest, as the gypsies do not like



being taken away in normal patrol cars, is this not discriminating against the normal non-gypsy population? I suppose the excuse will be that it is 'positive' discrimination, so that makes it acceptable. But it is not acceptable to those that are being discriminated against!

Terry Hudson

Spare a thought for the scared animals

With the Hindu festival of Diwali and bonfire night approaching, the fireworks season seems to go on longer than ever, but please spare a thought for the animals and birds who are terrified by the deafening crashes. Traumatized dogs are rushed to vets for emergency treatment; sheep can spontaneously abort; horses gallop into fences; and rabbits have been known to die from the shock.

Animal Aid believes that – for the sake of all animals – fireworks should be sold only to organisers of public events and not to individuals

wishing to set them off in their gardens or in the street. A ban on sales to the general public would also prevent the terrible cruelties reported every year of vicious individuals deliberately harming animals by using fireworks.

And for anyone who cares for animals, please keep cats and dogs indoors from the afternoon onwards and bring rabbits and guinea pigs inside as well (or at least cover their home with a thick blanket to muffle the noise). Also, be sure to check that hedgehogs and other wild animals have not made a home in your bonfire before you light it.

Ashley Owen
Animal Aid

Let's celebrate our cosmopolitan city

I am probably a 'well-meaning councillor' in the terms of your anonymous correspondent last week (Proud city centre is more like Third World). Yes: I do think the city centre benefits from silver-painted statue men and buskers, though not because that's what makes Canterbury cosmopolitan. I am not too old to enjoy seeing statue men bringing a smile to children's faces.

Has your correspondence forgotten what it was like to be young?

Canterbury has become cosmopolitan again due to the worldwide variety of people who



come to study here and visit us. Compared to the rather grey market town I knew so well in the 1950s, it is a much more lively and colourful place in which to live.

Has your correspondent never enjoyed one of our restaurants serving cuisine from all over the world?

As for restoring 'some dignity to our streets', as he or she demands of councillors, remember that our wonderful heritage of mediaeval buildings comes from the past period when Canterbury was one of Europe's most cosmopolitan cities -- due to the continent-wide variety of people who came here as pilgrims.

I love Canterbury, but I love the real Canterbury which attracts lots of people to come to see and enjoy it, not the dull, imagined city of his or her youth that your correspondent longs for.

Councillor Michael Steed
(Liberal Democrat, Barton)

Science fiction is brought to life

A new TV film version of HG Wells' First Men in the Moon, which he wrote and published during his early days in Sandgate, near Folkestone, in 1901, was shown last month.

The book is set in a cottage near the Military Canal by Lympne Ridge and was a follow up science fiction work to Wells' The Time Machine (1895); which also helped inspire the Doctor Who series; The Invisible Man (1897), and The Sleeper Awakes (1899).

It features two protagonists Bedford and Cavor, the latter of which 'invents' a form of anti-gravity paint which he then coats on a sphere. This takes them to the Moon where they find it already occupied, by a race of insectoids...

There is also a new 3D cinema version of First Men..., which features Mark Gatiss, and it is hoped will be released fairly soon.

The previous film adaptation was in 1964 and starred Lionel Jeffries.

There was also a 1919 silent film of 'First Men' which is now considered lost, but the British Film Institute recently included it on a search list in case someone still has a copy somewhere.

Ray Duff, by email

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TRADE AND PUBLIC WELCOME

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Mrs Tara Plumbing writes:

there is a lot to be said for renting a home because house maintenance seems to be a bottomless pit. Gas boiler maintenance is something I do know about.

12 years+ is old for a boiler and at 15 years+ then it is time for a new one. You can wait until 2011 and pay an extra £50 just in VAT. Mr TP installs high efficiency, 'A' rated boilers which should reduce the amount of gas you use to heat your home. Gas bills going down - I find that hard to believe!

Boiler manufacturers usually offer a 2 year guarantee. Sometimes there is a 3 or 5 years manufacturer's warrantee covering Parts & Labour, which tells me that the people who make the boiler have confidence that

it is going to last and not go wrong in month 13, unlike kettles and toasters.

Most gas boilers should be serviced once a year. This will make sure it is running safely, at its best, it may reduce gas bills and prolong the life of the boiler. Mr TP proves aftercare by way of repairs and servicing only to boilers fitted by our team of heating engineers who are all Gas Safe Registered, house trained and do NOT require "tea with 2" (but probably won't say no). See <http://mrstaraplumbing.wordpress.com>

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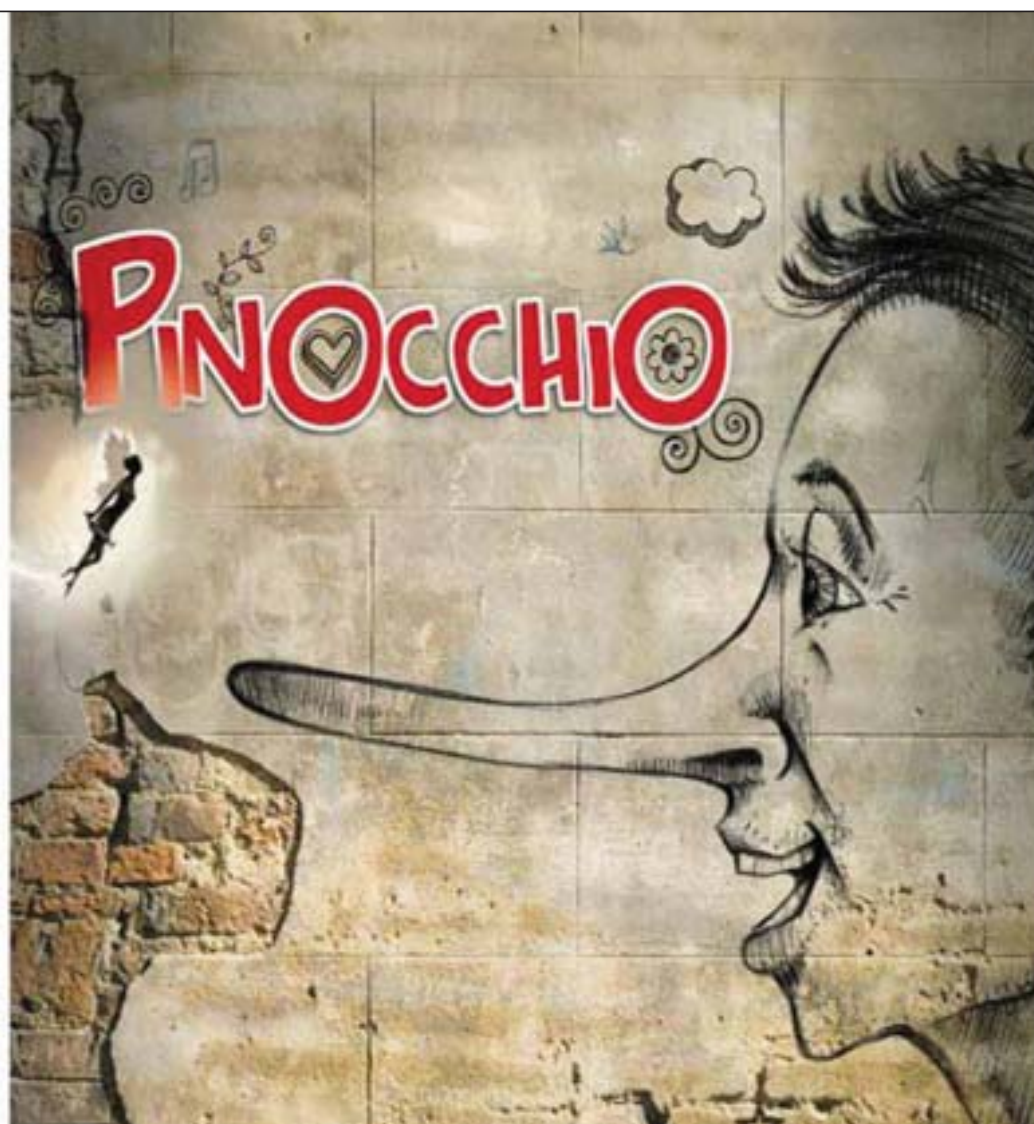
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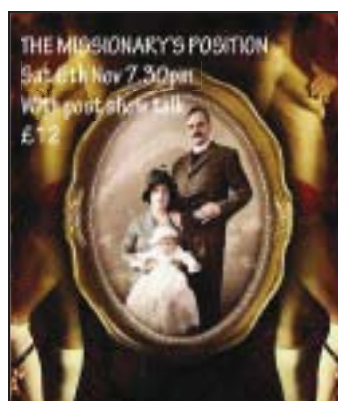
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The women of Greece deny their men sex in order to stop a bloody war, in this high octane, riotous and irreverent piece.



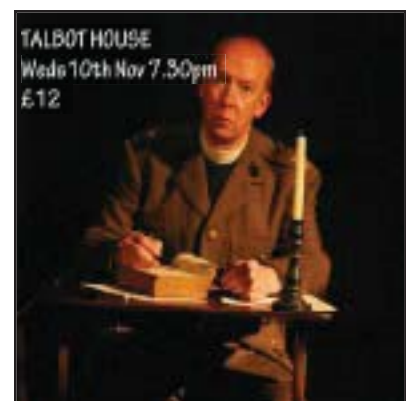
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Former Children's Laureate Michael Morpurgo has written a compelling sequel to his much-loved novel, War Horse.



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DAY & NIGHT

Play will bewitch you

THE Canterbury Players bring *Dark of the Moon* to the Gulbenkian Theatre on November 4, 5 and 6.

The powerful fantasy play tells the story of a witch boy who falls in love with a human girl. Their desire to be together is hampered by supernatural events.

Tickets are £10. Call 01227 769075.

Family ties explored

A FAMILY tale of the bonds linking grandfather to grandson has been brought to life by critically-acclaimed New Perspectives Theatre Company.

Farm Boy will be at the Theatre Royal, Margate, on Tuesday, November 9.

Shows are at 10.30am and 1pm. Tickets are £12 adults and £8 for children. Call 0845 1301786 to book.

Chart-toppers in town

DANCE act Dreadzone play bring their *Eye on the Horizon* tour to the Quarterhouse, Folkestone, on Friday, November 12.

The band tasted chart success in the 90s with songs such as *Little Britain* and *Zion Youth*. Book on 01303 858500.

Take trip to West End

SWEET Scene Theatre Trips of Faversham will be taking coach trips to London for a new season of outings.

The first trip is to see Willy Russell's award-winning musical *Blood Brothers* on Friday, November 12. There will also be a chance to see *Dirty Dancing*, on Wednesday, December 8 and the English National Ballet's version of *The Nutcracker* on December 22.

To book pop into Sweet Scene in Preston Street, Faversham or call 01795 523217.

Singer does it Otway

JOHN Otway comes to the Horsebridge Centre in Whitstable.

The singer/songwriter, who is on the road promoting his new book, *I Did it Otway*, will be in town on November 12.

Tickets are £12 or £10 and are available from the box office 01227 281174.

Visit www.horsebridge-centre.org.uk for more information.

Christmas croon-along

A CHRISTMAS Crooners show comes to the Granville Theatre in Ramsgate on Saturday, November 20.

The show features Christmas favourites of Bing Crosby, Nat King Cole and Frank Sinatra, all guaranteed to get you in the festive mood.

Call the box office on 01843 591750 to book. Tickets are £15, or £14.50 for Friends of the Granville members.

Festive fair and carols

THIS year's Aylesham Christmas fair takes place on Saturday, November 27.

From noon to 5pm, there will be gift stalls, as well as roasted chesnuts, a candle-lit carol concert, a barbecue, a grand draw and a visit from Father Christmas.

For details call 01304 840482 or visit www.ayleshamcarnival.co.uk.

It's more than just a good read

FOLKESTONE BOOK FESTIVAL

Various venues

Friday, November 5, to Saturday, November 13

BOOK worms will be in their element when the Folkestone Book Festival starts this week.

A host of big name authors will be coming to the coast for the annual event, which has earned a reputation for attracting famous faces over the course of its nine-year history.

This year's line-up is a varied bunch, from best-seller Martina Cole to rock legend Brian May, with Elena Vidal.

May's new book, co-authored with Vidal, showcases his 3D photographs and fits in well with this year's theme, history and science.

However, it is not just matters of literature that will be on the agenda during the nine days.

Live music, film screenings and speakers will also form part of the event, but you can get involved in the action too.

Arranged in conjunction with the Friends of the Book Festival, things for people to take part in include the Short Story Competition, the Festival Quiz and the launch of the Folkestone Anthology.

The Festival Read this year comprises two works: the *Selected Short Works of Leo Tolstoy* and Jay Parini's *The Last Station*.

Other names who will appear include Alexei Sayle, Germaine Greer, Ron Moody, Peter Snow, Roy Hattersley, Dan Cruickshank, Richard Holmes and Arthur Smith.

The festival starts at the Quarterhouse on Friday, November 5, and there should be something for everyone to enjoy.

Roberta Spicer, the Creative Foundation's Festival manager said: "It's another busy year for the festival. I'm particularly looking forward to *Scientriffic!*, our free event for families with live experiments, courtesy of Pfizer and acclaimed children's authors, such as Nick Arnold of the *Horrible Science* series."

Further highlights include John Julius Norwich talking about *The Great Cities in History*; actor, director and playwright Steven Berkoff discussing his memories of a misspent youth; whisky expert Ian Buxton talking about *101 Whiskies To Try Before You Die* (ticket price includes samples!); and the longest-serving cast member of BBC Radio 4's *The Archers*, June Spencer, speaking about her life on the show.

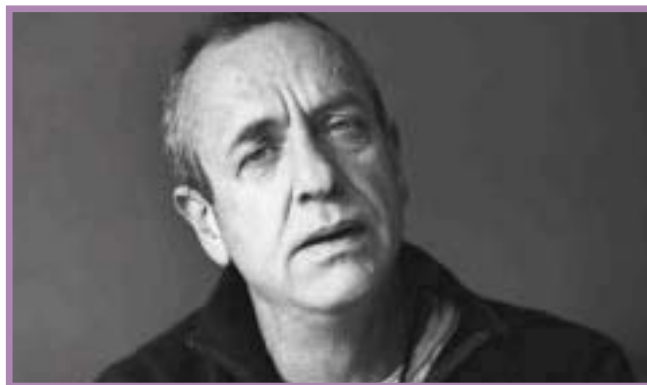
There will also be live performances from theatre group The Fitzrovia Radio Hour, with their spoofs of 1940s radio plays, a night of fantastic folk music and a stand-up comedy evening with Jeremy Hardy, stalwart of BBC Radio 4's *News Quiz*.

For more information and to book call the box office at Quarterhouse on 01303 858500. Alternatively call into Quarterhouse at 45 Tontine Street, Folkestone CT20 1JT or visit www.folkestonebookfest.com.



FESTIVAL LINE-UP:

Brian May, formerly of Queen, will be at the Folkestone Book Festival with Elena Vidal to discuss their new book. Other celebrities who will be appearing include Arthur Miller, Germaine Greer, and Alexei Sayle



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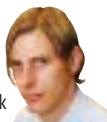
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DAVE SWARBRICK

Wednesday, November 17, The Chimney Boy, Faversham

THE legendary Dave Swarbrick will be returning to Faversham Folk Club at The Chimney Boy.

The life and times of the former Fairport Convention man are a true folk story.

Born in London, Dave moved to Yorkshire when three months old and at the age of six he learned the rudiments of the fiddle from the local fiddler, Mr Bootham.

He travelled around the country and ended up performing extensively.

Amongst the huge back catalogue from that time are three Radio Ballads with Ewan MacColl, Peggy Seeger and Charles Parker.

Dave joined the Ian Campbell Folk Group in the early 60s and in 1966 he teamed up with Martin Carthy. This remarkable pairing played an important part in the tremendous shake-up of British folk music in the middle to late 60s.

He joined Fairport Convention in 1969 and his contribution to folk and folk-rock music is legendary and well documented.

He formed Whippersnapper in 1984, a group renowned for its drive and acoustic prowess but went solo in 1989, before ending up in supergroup Band of Hope.

Entry to the 8pm show is £8 for members, £9 for non members. Call 01795 536857 for details.



LETZ ZEP

Friday, November 5,
The East Quay, The Harbour, Whitstable



GET ready to enjoy an evening in the company of one of the best rock tribute bands in the country.

Letz Zep, the only tribute act to have gained the official seal of approval from Led Zeppelin, will be rocking out in Whitstable.

There's bound to be a whole lotta love for the band, who were invited to play at the official launch party for Led Zeppelin's Mothership album, at the behest of Robert Plant and Jimmy Page.

Plant walked in to see the band while they performed a set in London and was amazed at the similarity.

He even told Q Magazine: "I walked in, I saw me."

Letz Zep have been featured on BBC1, BBC2, ITV, in Classic Rock and Kerrang, Q and Mojo.

Demand for the band is such that they regularly tour in Spain, Greece, Holland, Belgium, Italy and France and have also played in Venezuela, Australia and New Zealand.

Tickets are £10 in advance and available from: www.wegotickets.com or Gatefield Sounds or the Hotel Continental, Whitstable.



DEFYING HITLER

Monday, November 15, Gulbenkian Theatre, Canterbury



A MOVING tale of objection in the face of overwhelming consensus, Defying Hitler tells the story of Sebastian Haffner, a young man who makes a decision to stray from the pack.

Aged 26 when Hitler came to power, he wasn't Jewish, though many of his closest friends were and he wasn't a Nazi, though he had recognised many of those who were later to become Nazis from an early age at school.

Haffner was just an ordinary well-educated middle-class young man, trying to make his way in the world, but 1930s Berlin was not the sort of world in which an ordinary well-educated middle-class young man could easily make his way.

Documented are the trials and tribulations of his life, leading up to his eventual emigration to England in 1939, and of his development from wide-eyed schoolboy to slightly gauche, naïve young law student, to razor-sharp, witty, erudite political journalist.

The rise of the Nazis is explored through the eyes of the child who experienced it and of the 32-year-old man looking back over his early life.

Tickets are £10 from the box office on 01227 769075.



SLEEPING BEAUTY

Thursday, November 11, Leas Cliff Hall, Folkestone



VIENNA Festival Ballet returns to Folkestone with a traditional production of Sleeping Beauty for all the family to enjoy.

The classic fairy tale is set to Tchaikovsky's magnificent score and features stunning choreography, and beautiful costumes which combine to portray the struggle between good and evil.

Incensed at being snubbed at the christening of Princess Aurora, the wicked fairy Carabosse lays a curse on the child, proclaiming that she will one day prick her finger and die.

But the Lilac Fairy intervenes, and when the fateful day arrives, the princess and the

entire palace instead fall into a deep sleep.

A century later, Prince Florimund is guided to the castle by the Lilac Fairy, overcoming the obstacles created by Carabosse, and awakening the sleeping princess with a kiss.

It is love at first sight, the palace awakes and a parade of fairytale characters attends the royal wedding.

Curtain up is at 8pm.

Tickets cost £22.50, £17.50 or £12.50. Concessions and group discounts are also available. Call the box office on 0844 847 1776 or go to the website at www.leascliffhall.org.uk.

AUTUMNAL SONGS: SARAH HALE

Saturday, November 6,
Sarah Thorne Theatre Club,
Memorial Theatre, Broadstairs



BROADSTAIRS singer Sarah Hale will be "going cabaret" in her concert in her home town.

She will be joined by pianist Rupert Jones for a concert of seasonal songs.

As well as her established repertoire of classical songs and traditional British melodies, Sarah will be performing a variety of sensational numbers including show-stoppers from the musical Cabaret and other hit songs.

The new flavour to her performance will mark an important departure for Sarah, who usually performs more classical pieces.

She said: "People who've seen me perform me before are in for some real surprises."

"Switching between different styles of singing is one of the hardest challenges you can undertake."

"I think I've made some real discoveries in this area and this concert will be a chance for me to put some of these ideas into practice."

All seats are £8. Tickets are bookable in advance on 0845 2626263. Non-members must book 24 hours in advance, by telephone or by emailing info@sarahthorne-theatreclub.co.uk.



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Business Week Live

BUSINESS WEEK LIVE 2010 is the county's essential B2B exhibition and conference next Wednesday, November 10, at the Kent Showground, Detling.

It will be officially opened by Lord Michael Howard with exhibitors from across the county.

There is a programme of events with expert speakers on a range of subjects, from securing the best staff and social networking to global brand marketing and getting more investment.

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Thanks – but we do need those growth plans now

BY STEVE LOADER

POSITIVE economic statistics on the back of the austere yet palatable agenda set by the Government's Comprehensive Spending Review (CSR) have given confidence to Kent business leaders.

Figures up to the end of September show two consecutive quarters of UK growth above what had been forecast, meaning that even if the UK economy now marks time to the end of 2010, it will still outpace forecasts.

And High Street sales – a barometer of consumer confidence – have been higher for October than a year ago. But while this draws some of the sting of the CSR cuts, county businesses now want to hear how the Government will stimulate further growth.

Regional Institute of Directors' (IoD) chairman Chris Dodson said "clear and concise practical proposals" were needed "to make it easier for firms to employ people, not make it harder".

The IoD's regional director Rodger Broad also called on the Government to recognise the economic power and influence of the South East including Kent.

He said: "It is imperative the country plays to



ON THE UP: Shoppers' confidence and two consecutive quarters of growth have boosted hopes of business leaders

its strengths and, economically, that is the South East. While we are not calling on the Government to stop supporting businesses in the other regions, the South East is better placed to benefit quicker from the upturn. Positive discrimination in favour of other regions will hold back recovery."

Highlighting that only London and the South East are net contributors to the Government's tax coffers, Mr Broad added: "Government

spending cuts are only half of the solution, the other half is how to help businesses grow and create jobs which in turn will increase the tax take and reduce welfare expenditure."

And growth also headed Thames Gateway Chamber of Commerce's post-CSR agenda; director Paul Price said the review had underlined the UK was a safe investment, but "we now wait to see a strategy for growth". However, he was disappointed to see cuts in training.

"If the private sector is to create the jobs to drive this recovery it is essential that government can deliver the basic skills employers need.

"We are also disappointed the budget for export promotion has taken such a substantial hit when politicians say they want a rebalanced UK economy. British companies will be left in a weaker position compared to competitors from other trading nations," he added.

On the other hand, the IoD remains unconcerned by fears in some quarters that making deep cuts to bring down the debt faster risked pitching the country into a double-dip recession as confidence ebbed away.

Its own number-crunching turned up evidence from the 90s downturn that a tighter fiscal policy could go hand in hand with economic recovery.

Meanwhile, Peter Skinner – Labour's MEP for the South East – said he recognised the need for cuts, but called the CSR "a huge gamble with growth and jobs in Kent".

Answer to pantomime star's dilemma waited in the wings



Picture: PAUL JERRARD

PANTO star John Thomson's commute from Manchester to Kent was looking like a torture devised by the dastardly Sheriff of Nottingham, the character he plays in Robin Hood at Canterbury's Marlowe Theatre from December 4.

John – famous for appearances in Cold Feet and Coronation Street – was facing a long train journey from his Manchester home or flying into London Stansted and flogging around the M25.

Either way, it was a five-hour trip each way to his accommoda-

tion near Canterbury during the panto run and far too much extra time away from his wife and two young daughters – until he investigated Flybe's new 50-minute daily service between Manchester and Manston Airport in Thanet.

"It's an absolute godsend," he said after stepping off his plane en route to panto rehearsals.

"It makes perfect sense."

For more on John and his travels, see Julie Maddocks' exclusive TV interview on www.businessforkent.co.uk.

Airport's upgrading in operating status opens up 'new opportunities'

LYDD Airport development plans are closer to take-off after an upgrade to the site's operating status, *writes Steve Loader*.

The airport is currently awaiting news of a public inquiry into a runway extension and new passenger facilities, but the new Category Six rating is expected to boost its case – airports are rated globally on a scale of 1-10, with 17 of the world's biggest being rated 10.

The enhanced level of the Romney Marsh facility allows it to handle a larger class of commercial aircraft, such as the Bombardier Dash 8 Q400 and other regional airliners carrying up to 100 passengers.

It can also accommodate larger and faster transatlantic-capable corporate jets such as the Gulfstream G550.

Lydd Airport spokesman Jo Oliver said: "Having met strict criteria set down by the Civil Aviation Authority (CAA), we now have the capability to deal with a

much wider range and size of aircraft. This is fantastic news and will enable us to attract more business.

"In fact, it's already opening up new opportunities for the airport."

The airport satisfied rigorous CAA requirements to achieve its new category, culminating in its annual emergency exercise and including 'Exercise Dash' to test airport operations units' ability to work alongside external emergency services during a major incident.

Lydd's senior airport fire officer, Paul Fisher, said: "The 'emergency' scenario involved a Bombardier DHC-8-400 aircraft carrying 74 passengers and four crew, which suffered a catastrophic engine failure just before take-off.

"Airport staff, members of Friends of Lydd Airport Group and local lifeguards played the role of the passengers who were evacuated to a special 'survivor reception' area."

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Unplugged Rifle men take a shot



HOT SHOTS: The Rifles headline the Suburban Kings night at the Royal Function Rooms

■ BY SIMON ROBINSON

FOPPISH flower-waving singer Morrissey once had a skewed opinion on unplugged artistes.

The legendary Smiths frontman sang in hit 1985 single Shakespeare's Sister "I thought that if you had an acoustic guitar then it meant that you were a protest singer".

Oh, Morrissey.

Luckily for him, he was later able to see the error of his ways and he has reached the stage where he looks back at his childish naivety with fondness.

As we all – including Morrissey – know, acoustic guitars are not the exclusive weapon of choice of the protest singer.

The late Kurt Cobain and his Nirvana chums used the electric-free instruments for the memorable MTV Unplugged performance in 1993, for example.

Many other guitar acts have taken similar measures for one-off performances.

The latest band to do so are indie rock upstarts The Rifles, who will play a special acoustic gig in Kent next month.

The London-based outfit will perform unplugged at the Royal Function Rooms, Rochester, on Wednesday, November 24.

The new-look Rifles, whose numbers were reduced by half after bassist Rob Pyne and drummer Grant Marsh quit last month, will headline the monthly Suburban Kings night.

The support acts are due to be announced in the coming days.

Promoter Matt Harvey said: "Suburban Kings is bringing back real music to real music venues in Medway.

"We're over the moon to announce that The Rifles will be playing a special acoustic set at the Royal Function Rooms, the UK's 2nd oldest stage.

"This will be a great, great gig." Co-promoter Chris Pritchard

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BEING POLITE: Singer Kayleigh Phillips performs her new song The Polite Way



BAND PRACTICE: Zinta Egle and her band play Love With No Love



TOP FIVE KENT GIGS

- 1 The Suspects - 12/11 The Rose, Broadstairs
- 2 Vivid Nation - 13/11 The Park Inn, Dover
- 3 Third Place Victory - 15/11 Quarterhouse, Folkestone
- 4 Save Target As. - 18/11 Beercart Arms, Canterbury
- 5 Happy Daze - 19/11 The Catholic Club, Herne Bay

added: "We're really pleased to have this gig on. It feels like a new beginning for us and must be one of the highest-profile bands to have played Medway for well over a year now."

Tickets are £10 and are on sale from www.seetickets.com, 0870 264 3333, or in person at Sound & Image in Chatham.



BIRDWATCHING: Pink flamingos feed on tiny shrimp at the Salar de Atacama; and hiking in the Moon Valley, in the Atacama Desert, Chile

yourgetaways

The Chilean landscape leaves you feeling on top of the world

■ BY ALISTAIR KEELY

WHILE images of Chilean miners returning from deep in the earth have been beamed around the world, today I'm as far from those pictures as it's possible to get.

Standing at the summit of Toco volcano, 5,625 metres above sea level, I feel as if I've just climbed the highest mountain in the world.

Despite the elation, my head is pounding and my lungs scream for oxygen.

On high-altitude-hiking in Chile, the oxygen-depleted atmosphere makes you feel you have the worst hangover ever, combined with a touch of flu.

So why go through such an ordeal? All around me is the answer: breathtaking views of the Bolivian Altiplano, Argentina and the Atacama saltflats.

Toco, one of the highest peaks of northern Chile, is also one of the most accessible. You don't need to be related to Sir Edmund Hillary to conquer it, just reasonably fit and prepared for a bit of discomfort.

However, I have a confession to make. The hike up Toco was eased by the fact we were driven to 5,000 metres before we began hiking.

After a slow descent, and celebratory beer and sandwiches in the van, we returned to base camp – the sumptuous Tierra Atacama hotel.

On the edge of San Pedro de Atacama, a picturesque village in the high plains of northern Chile, the hotel calls itself "an adventure spa".

Here guests can combine the active enjoyment of the desert – without sacrificing pampering time. Built to blend with its surroundings, the hotel is made of local mate-

FACT FILE: CHILE

Time difference	-Four hours (GMT)
Capital	Santiago
Language	Spanish
Population	17,063,000
Currency	Chilean peso
Religion	Roman Catholic

Alistair Keely stayed at Tierra Atacama, where seven nights' full board in a double room costs from £1,807, including transfers, breakfast, lunch and dinner, open bar, daily excursions, use of pools and sauna. Details from reservas@tierraatacama.com. Alistair flew Heathrow-Madrid with Iberia, and Madrid-Santiago with LAN. Visit www.LAN.com and www.Iberia.com.



rials and each room has stunning views. Every morning I opened my curtains to see two volcanoes.

Every room is en suite and comes with a luxurious four-poster bed, sunbathing terrace and even an outdoor shower.

After you've chilled out, it's time to sit and enjoy Chile's national drink, a pisco sour, beside an open fire and plan the next day's activities, or indulge yourself in a spa treatment.

The hike up the volcano is one of many options from the hotel. Other adventures include biking through Devil's Canyon, visiting dramatic geysers and 900-year-old cacti, horse-riding, hiking through Death Valley and birdwatching.

After my Toco adventure I opted for a hike through Death Valley to see flamingos feeding at sunset.

Death Valley was named by a Belgian explorer after the planet Mars. But instead of calling it Valle de Martes, he incorrectly pronounced

it Valle de la Muerte – meaning death – and the name stuck.

The name is fairly appropriate, however. Little life is visible as you walk through a moon-like valley with spectacular twisted rock formations and sand dunes.

The flamingo trip to the Salar de Atacama was also memorable.

Leaving the hotel by van at 3.30pm, we went south, via the village of Toconao, famous for its fruit trees and historic bell tower, before heading to the saltflats.

Here flamingos feed on the tiny pink shrimps that give them their colour. As the sun sets, the region is bathed in a fantastic purple light as birds gather in large numbers.

The soft gurgle of running water intermingles with bird cries.

Every so often a group of flamingos rises into the air to seek another place in which to feed, against the dramatic backdrop of surrounding volcanoes and the setting sun.

yourlocal



Issue No 3



**your midweek guide
to independent business**

your local



Issue No 3



**your midweek guide
to independent business**

Offering an independent choice

IN our third Your local supplement we once again take a look at some of our most successful businesses and discover their secrets.

Independents really do offer an alternative to the multi-nationals and the chains as well as bringing choice to the consumer.

For business owners we hope the stories will inspire you to try something new or maybe even inspire some of you to take a step toward starting your own company.

For customers we hope you will see some alternatives in a wide range of purchases, from furnishing your home to servicing your car... or even fitting a new kitchen.

And for some, as we have already found with previous supplements, the stories may

be a catalyst for starting your own business.

In addition we have regular columnist QJ who looks at coping with the life as a lone entrepreneur.

And we welcome back Nock Rowell, director of policy at Kent Inverca Chamber, who writes an open letter to the Prime Minister following last week's Spending Review.

We hope you enjoy the supplement, and do let us know your stories.

Email editorial@kosmedia.co.uk.



Page 4

How success followed a simple newspaper ad

Pages 4-5

An open letter to the Prime Minister about banks

Page 5

Reward for pride in customer service

Page 6

How a new business has snagged top clients

Pages 6-7

Top staff has given salon and spa success makeover

Page 7

Business builds ties with agricultural industry

Page 8

Accountants invest for success

Page 8-9

How villagers took control of their pub

Page 10

Car business that repeats its winning formula

Page 11

Why customer satisfaction means garage thrives

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Beat the self-employed blues

AS the song Killer by Seal says, 'It's loneliness that's the killer'.

If I were to know what one single reason is responsible for very small businesses giving up, I'd guess it was being on your own! It can be really demotivating, demoralising, and ultimately, the death of your business.

'A problem shared is a problem halved', is what my dad used to say. And there is a psychological and scientific basis for this belief.

Human beings are herding animals. We like and need to be in families, groups, teams and communities.

Launching and running your own small business is often so far away from this natural, desired state that it causes major problems around things like self-esteem, confidence and the ability to keep-on, keeping-on.

Never having worked for another living soul, I have frequently been in the undesirable place that is: 'on your own, mate!' So how do we deal with this? What can you do that will ensure your survival – emotionally that is?

In the early days of any new business, it's extremely unlikely that you will afford 'other people', and this will mean that going to work is a solitary experience: one that for many is a new feeling, and a new way of operating.

Eventually, if one is successful and can afford to start employing other people, the loneliness can disappear, but is often replaced by that other OMG of business, 'I'm not just responsible for managing myself, but now I have to manage someone else as well!' Paradoxically though, this can also lead to an even greater feeling of loneliness.

Recently, a client of mine wanted help because although he has a team of staff that

carry out the practical work his business provides, he is often overwhelmed with a feeling of 'them' and 'me'. Merely the responsibility can make him feel he's on his own. His staff is depending on him for everything. So what's the solution?

Well, I thought I'd give you a couple of ideas, but first, let's look at the reason we don't like to be on our own – at least not all the time. One of our fundamental needs is connection with other people.

We're not talking about deep relationships, just those that make us feel better about ourselves. In business, we don't need to be everyone's best friend but we do need to have colleagues with whom we can share and discuss ideas and experiences or just people we can learn from or look up to.

The important thing in all of this is 'conversation'. I use the word conversation because it has to be two-way.

So, as a caveat to this approach, decide that in seeking out any new relationship, your intention will be to give and share your ideas, your time and yourself. If you look selfishly, then chances are you'll lose more than you gain.

Vital Friends

In Tom Rath's book, Vital Friends, he reminds us that in business historically 'people development' has been in two areas: personal, or developing the individual; and developing the team or group or department. Vital Friends gives clear evidence of why developing one-to-one relationships – and viewing them as such – is so valuable, not just in terms of the 'feel-good' and job satisfaction factor, but in terms of bottom line profitability and low staff turnover. So, here are three of (twelve) types of people that you could benefit from a relationship with if you suffer from The Loneliness of the Entrepreneur.

1. People who are already successful in your sector. Yes, this can mean competitors. Seek

out a relationship with someone you admire who is already successful. This can seem scary at first, but what I've found over the years is that people love to be asked for advice. It's flattering and if you can find a mentor who will share their 'time' with you, either on the phone or face to face, then you will never be lost for ideas or motivation. I have two mentors at the moment, both of whom I can freely email or phone whenever I want – fantastic!

2. Connectors. If you go networking, you'll know that there are those people who know everyone. Those are the people who we call connectors and you know what? They'll connect you with other people if you ask and so build your anti-loneliness network. If you don't currently go networking, then START TODAY. There is no other more profitable way of building the relationships that can and will (if done professionally) transform your fortunes.

3. People who sing your praises. These may be clients who love what you do – or your mum! They'll shout your name from the rooftops and talk about how brilliant it is to do business with you. I know that I have often ignored these 'fans' as a great source of connection. Now that I regularly phone them and ask how they're doing and what do they think I could do next with my business idea, I get so many 'problems' sorted for me. I no longer have to do all the work myself.

This is just three of a list of twelve types of people to connect with. And if confidence is your issue because you don't feel comfortable about making these kinds of friendships, then give me a call.

In our work, we deliver learning through seminars known as Inspirationist® Insights. If this article has made you think and given you ideas, then attend one of our seminars in the future.

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your business solidity and longevity. Some of our seminars are free! Be one of the first ten people to call, and claim your FREE copy of my latest book Psychologise Your Business – 101 sure-fire ways to get your business thinking straight, call 0800 840 6093, and quote 'KOS November'.

• **Written by QJ The Inspirationist®.** Read other articles at www.theinspirationist.wordpress.com, see more at www.theinspirationist.com, email qj@theinspirationist.com, or call 0800 840 6093.

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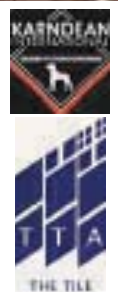
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Kitchen door company grew from a simple newspaper advert

TRANSFORMING an existing kitchen with made-to-measure kitchen doors and accessories and getting the personal attention to detail offered by the Kitchen Door Company, means your food preparation can be conducted amidst great style.

It is a business which has shown itself to be increasingly popular as more and more people take advantage of friendly service, expert knowledge and superb quality products.

As an independent retailer, the company has got time to apply the personal touch when it comes to services.

Site visits to homes can be arranged or details bought into the showroom for consultation.

The firm is a Herne Bay-based replacement door company that offers high quality made-to-measure doors and accessories to transform a kitchen without having to go through the hassle of replacing the whole interior, saving time and money and saving the environment.

Rather than just a functional room the kitchen can become a stylish place to dine and entertain.

Now with 40 door designs in more than 40 colours there are over 1,600 combinations of styles to choose from at the company – which came about thanks to an advertisement placed with our sister paper Kent on Sunday.

And its special vinyl door collection is perfect to create both modern and traditional styles.



Founder Edd Briant said: "I have been in the kitchen trade for 25 years – from flat pack kitchens to bespoke 'up market' kitchens supplying to both retail and trade.

"Two years ago when work dropped off I started working from home and placed an ad with Kos Media for replacement kitchen doors just to see if there was a market for it.

"It took off big time, so much so that I could not cope with it and had to employ a member of staff and get a shop to work from. I now have two members of staff and two fitting teams to install products

"We have a range of over 40 designs in 45 different colours that are made to fit any size kitchen unit. We replace existing doors, panels, cornice, pelmets and handles to make it look like a new kitchen.

"We also sell worksurfaces as well as sink and taps and anything to do with kitchens. We can add units or change existing layouts – all for a fraction of the cost of a new kitchen.

"To add that personal touch I will come to your home to measure or you can bring your measurements into our showroom."

The business has a website at www.kitchendoorskent.com and can supply only or install from a single door to a complete kitchen.

Look again at business funds

Dear Mr Cameron

I'm afraid your rhetoric about 'forensic, relentless focus on growth', and your planned £81bn of relentless cuts, are distractions from our main challenge today: our broken financial system.

Well-targeted cuts in public spending are necessary but UK PLC will only prosper if we re-invent banking to serve customers and the wider economy ahead of bankers and their shareholders.

Nouriel Roubini, who predicted the credit crash, has explained what all can see, the 'elephant in the room': Banks are deemed too big to fail and "it's back to business as usual, lots of leverage, lots of risky investments and return to high profits based on subsidies by the government, bonuses, salaries – you name it. So we're planting the seeds of the next financial asset bubble."

And the cost to Britain? Well, apart from the billions lost in industrial output, profits/taxes and jobs, a Bank of England official estimates the subsidy to British banks over the last three years at an annual aver-

age £59bn (see Financial Times leading article 22/10/10). And the financial markets expect a further £50bn from 'Quantitative Easing' early next year. This money will not aid the real economy, simply bankers will use it for proprietary speculation.

No wonder you need to show our international creditors that we are cutting public spending so hard. If, compared with your £81bn savings, £50bn-£60bn gets squandered on QE every year, our creditors are rightly sceptical. It is time for constructive action, not rhetoric to hide the lack of an effective strategy to re-finance the economy.

Business needs this re-financing. September's Trends Report by the Bank of England shows net lending to businesses falling for the past two years. Some large companies may be coping, but the British Chambers of Commerce Quarterly Economic Survey for Q3 2010 reports a marked slowdown in the pace of growth.

If private enterprise is to lead us through this recession, firms need adequate tools including access to sensible credit. Only then can they flourish to create jobs and economic growth.

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Nick Rowell runs his own company, The Portable Business School, and assists both Kent Invicta Chamber and the Federation of Small Businesses with regular Member Surveys in Kent. In this open letter he asks the Prime Minister to re-evaluate the business finance sector following the Spending Review



The Federation of Small Businesses' half-yearly survey for Kent shows that owner-managers tend to hang onto their staff, even when sales and confidence are down; whilst as sales pick up, confidence and hiring recover very slowly. So fostering small businesses maintains jobs. Moreover, this doesn't stoke inflation: most businesses forego some profit-taking to build future growth.

So, Britain must establish alternative institutions to the banks. We must make it attractive to invest in productive, real-economy UK businesses for those with spare cash. High-earners will be looking to replace the pensions tax allowance to be slashed from April. Please consider extending tax relief to convertible loans, not just equity participation. Entrepreneurs don't need co-founders, but co-funders.

Enlist institutions with sufficient 'reach', as well as stable cash-flow. Include mutuals such as Building Societies and businesses whose principal activity is not finance (eg supermarkets) that lend at realistic interest rates. Consider devoting one or more of our state-sponsored banks to traditional banking services.

This strategy lets big banks focus on their

global investment business, generating tax for the Exchequer whilst paying themselves what they please. No need to demerge their investment and retail arms to undo "Big Bang". We'd regain an effective supply side in commercial banking, without excluding big banks from competing or diminishing their scope to service the cash-rich.

We all want stable growth to support healthy public finances. This requires a healthy stock of businesses able to invest in their productive capacity. But they can't do it on the unrealistic credit terms set by big banks whose overriding cash worries and short-termist ambitions continue to hi-jack government policy.

Please act to re-establish a diverse banking sector, where institutions unencumbered by the dodgy mortgage "albatross" can compete and prosper.

All of us – not just the big banks – need access to realistic credit at affordable rates.

Nick Rowell,
www.tpbs.co.uk.

Award-winning reason people keep coming back to our county

GUEST house owners are the warm and friendly face of Kent who ensure visitors to the county go away with fond memories and look forward to returning – and Lynn Ruse is one of the best.

Lynn, who runs Barclay Farmhouse in Biddenden, won the title of Bed and Breakfast Employee of the Year at the Pride in Ashford and Tenterden Awards 2010. Her success should prove an inspiration for others to enter the 2011 awards.

Driven by her late father's belief that if a job is worth doing, it is worth doing well, Lynn is determined to make sure every guest enjoys their stay in the county.

"I like to look after my guests from the moment they make their booking. That includes meeting and greeting them on their arrival, chatting to them about local attractions to visit, arranging restaurant bookings and even providing transport if necessary," said Lynn.

"I take pride in providing a locally sourced and healthy breakfast so I shop for fresh ingredients every day."

Lynn's devotion to her work extends to a desire to win a National Tourism Award for Excellence in the future, one of the objec-



FRIENDLY FACE: Lynn Ruse won the title of Bed and Breakfast Employee of the Year this year

tives she set herself when she originally opened her Bed and Breakfast business.

"The appreciation and thanks you receive from guests at the end of their stay is very rewarding," she said. "It means I know they have enjoyed their time with us and can't wait to return."

"Customer service is so important, it's a necessary part of the guest package. We want our guests to be happy and have a memorable experience – one that keeps them coming back year after year."

The Pride Awards are part of the Celebrating Kent initiative led by Visit Kent raising awareness of the importance of leisure, tourism and hospitality businesses. The industry contributes more than £2.5 billion each year to the county economy and supports more than 50,000 jobs.

If you know someone who gives exceptional customer service, then the deadline for the 2011 Pride in Ashford and Tenterden Awards nominations is February 28.

For further information, or to ask for a nomination form, contact Visit Kent on 01622 696936, email: celebratingkent@kent.gov.uk.

You can also nominate online at www.visitkent.co.uk/prideawards.

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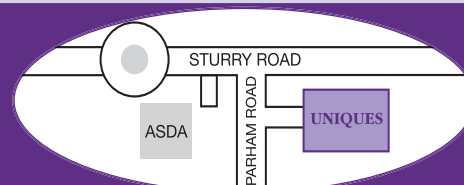


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How going that extra mile has boosted business at a creative new media group

CREATIVE agency The Wow Factory has strengthened its client offering by establishing a dedicated new media group which has captured several high profile national and regional clients.

The unit, which specialises in creating dynamic websites, search engine marketing and social media strategies, has won a series of pitches for clients including The London Tombs, Specialist Golf, The Secret Gardens of Sandwich, Britelite and Regal Estates.

The team is headed by digital strategy specialist Adam Parsonage, who has eight years web development experience, and includes search engine optimisation and social media executive Heidi Robus, digital copywriter Jon Lane, and programmer Ricky Ellmore.

Says Simon Clubley, managing director of the Charing-based agency: "Creativity, technical expertise and great copywriting is essential if clients are to maximise the impact of their online marketing."

"It's the fastest-growing part of our business reflecting the national trend, as more and more clients appreciate that just having a website is not good enough – it has to work hard, and be properly inte-



THE WOW FACTOR: The successful creative team at The Wow Factory are, from left to right, Adam Parsonage, Ricky Ellmore, Jon Lane and Heidi Robus who have increased business during the recession

grated into their marketing plans."

The Wow Factory was founded four years ago, and also provides advertising, publications and event management to clients including Premier Foods, Checkmate Group, Monarch Chemicals, IPC,

Lansdown Place and the Reynolds Group.

For further information, please contact: Simon Clubley phone 01233 713946 or 07809 672939 or Richard Harvey, phone 01580 763605 or 07780 607209.

Spa business

How Tim Flanagan took a salon back to its roots...and increased custom

A SALON and spa owner in Deal has turned the clock back in more ways than one.

Tim Flanagan took over The White House hair and body salon two years ago and has gone back in time to reinvent the business.

Mr Flanagan said: "I took over the existing business in March 2008 and some years ago it was previously called the White House, but it had been called several things in the mean time.

"I decided to change it back because we were still getting phone calls asking for the White House."

The qualified chiropodist has been working in Deal for more than 10 years, spending most of that time in a room he hired from the dental surgery next door.

Mr Flanagan added: "The shop here came up for sale and I had been looking for my own premises, so I took the gamble and decided to put the two businesses into one.

"I knew it was a risk because I didn't have a background in hair-dressing and I didn't really know anything about it.

"I do know how to run a business though so I got in a manager and made sure I had the right staff."

It is the staff that Mr Flanagan employs that he believes is the backbone to the spa's success.

"I have a really good team and the key to a good business is the staff," he added.

"Without them, there is no business."

In his short tenure of the spa and salon, Mr Flanagan has made a great impression, not only with



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CUT ABOVE THE REST: The White House hair and body salon in Deal's award-winning team

his staff, but also with his customers; an achievement that has been officially recognised.

Mr Flanagan said: "We won salon of the year in 2009/10.

"We received a glass trophy for it, but it is about getting the accolade.

"There are some very good salons, especially in London, so it means a lot to everyone to win it.

"We also stock the best products, such as Kérastase, which is world renowned and only certain salons can get it.

"Representatives from the company come and inspect the salons to ensure they are good enough.

"We have exclusivity in Deal and no-one else here is allowed to have it.

"We want to be as good as the top London salons but with a personal service – we know our customers by their first names."

In this time of austerity, businesses such as this are often the first to suffer, but by being independent, The White House is able to be swift on its feet and react to the market, ensuring that it continues to prosper, having grown by 400 per cent during 2009.

Mr Flanagan said: "I feel really proud that we are still here and we are not regressing but actually progressing and, considering the recession, we are making steady progress.

"We have that independence and autonomy to be able to change quickly."

Building specifically with farmers in mind

A KENT building group with a national profile has set up a new division aimed specifically at providing quality services to farmers across the south east.

Cole Agri-build will combine the renowned building skills of Cole Construct's Bethersden workforce with the farming background of the well-respected Luke Alexander to provide general construction services and steel-framed buildings for the local agricultural industry.

Cole Construct was set up by Daniel Calnan in 2008 and has been growing strongly despite the recession. It has already gone from a one-man band to a five-strong team that includes in-house designer Danielle Petersmann.

Luke Alexander, who comes from a farming family and trained as a rural surveyor before working as a director of a diverse agricultural business, is looking forward to joining the Cole Group stable at the helm of Cole Agri-build.

"We think there is a real need for a good local service provided by a company that knows about farming as well as about building," explained Daniel, "and we are delighted that Luke is here to help with it."

Agri-build will also focus on renewable energy, working with farmers to help them benefit from the new 'feed-in tariffs' that offer a payback for every unit of electricity generated by a solar panel, wind



EXPERIENCE: Luke Alexander is joining the group turbine or biomass energy technology.

"The average barn roof could generate as much as £20,000 of income a year through having photovoltaic solar panels mounted on the roof," explained Luke.

The Cole Group also includes Four Seasons Fencing, run by Cole Construct co-director Graeme Allison. Another big player on the national scene, Four Seasons is currently installing fencing and vehicle barriers for the Westfield

Shopping Centre, adjacent to the main Olympic Park site in Stratford, East London.

With such comprehensive support from companies within the group, Cole Agri-build will be able to provide a complete design and build service to local farmers who know they can rely on Luke's expert advice.

"Farming is a specialist area and farmers like to deal with a building company that not only understands building but understands the issues associated with farming. At Cole Agri-build we bring together the right skills and experience to create a cost-effective, quality solution to on-farm building," Luke added.

Cole Agri-build can tackle all kinds of general construction work, repairs, extensions and diversification projects as well as designing and erecting steel-framed buildings for general and specialist uses.

Sister company Cole Construct is meanwhile putting the finishing touches to the new warehouse and office premises it has designed and built at Moat Way, Ashford, for SuperCups Vending.

That combination of quality building, in-house design services and farming knowledge will be welcomed by farmers who would rather be out in the fields tackling 'the day job' while the experts look after the latest project back in the yard.



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Accountants' new system to help beat the down turn

PH ACCOUNTANCY in Whitstable has taken an unprecedented step to help their clients in these difficult times. They have invested in one of the world's leading business growth and marketing systems, so clients can get FREE access to this valuable resource.

The 'Business Growth System' itself has helped to generate tens of millions of pounds worldwide for companies in over 250 different industries. It's a UK system; built, developed and improved over a 15 year period.

Commenting on this innovative scheme Andy Page, managing director of PH Accountancy said: "We are absolutely delighted to be launching this valuable time-tested resource to our clients. We have always sought ways to help our clients grow their businesses.

"Investing in one of the leading business growth and marketing systems, so our clients can get free and expert help shows how committed we are to helping our clients prosper during these tough times."

The Business Growth System is owned and developed by the Academy For Growth. Simon Organ, managing director of the Academy comments: "We are delighted to provide the Business Growth System to the clients of PH Accountancy, it's clear they are a forward-thinking firm of account-



DEDICATED: PH Accountancy has invested in The Business Growth System to assist clients' business ants who have a strong desire to see their clients succeed and prosper even during challenging economic times.

"PH Accountancy has recognised that accountancy firms have difficulty in differentiating themselves. However, by investing in the Business Growth System, PH Accountancy can now provide it free of charge to their clients, clearly demonstrating that not every accountant is the same. Ordinarily the system is available to buy for £1,175 for each business, so this commitment shows the steps PH Accountancy are prepared to take to help all their clients succeed and we applaud it."

For more information please phone 01227 277 667 or visit www.phaccountancy.co.uk.



Village pub is the new hub of the community

THE Farriers Arms, at Mersham, is rapidly becoming one of the 'hottest' venues in Kent – and that's no surprise when one considers what it offers.

This 1606 pub has been fully restored and the seven-acre curtilage, with the fish-laden East Stour River running through it, is charming in the extreme. There is fine dining with exquisite food and surroundings, conventional dining and an excellent bar menu – not to mention the selection of free-house beers and wines. Two of these wines have been vinted in France and bottled exclusively for The Farriers, under The Farriers' name and under the name of the local hospice: the latter benefits from a generous donation from the profits.

Music to suit all tastes is available on a regular basis, both indoors and at open-air functions, in keeping with the mood of the occasion. Marquees can be hired in the field, or The Forge can be made available as a private function room.

The history of The Farriers Arms is clearly centuries old. James 1 sent ships to America in

CROSSKEYS COACHES DAY TRIPS AND TOURS



November		
Wednesday 10th	Brick Lane Music Hall	(SOLD OUT)
Saturday 20th	Santas Magical Kingdom, The Hop Farm, Kent	£34.00
Saturday 27th	Romford Market	£16.00
Saturday 27th	Brussels Xmas Market (2 Day Break)	From £93.00
Sunday 28th	Bruges Xmas Market	£32.00
Tuesday 30th	Westfield Shopping Centre	£17.00
December		
Wednesday 1st	Bluewater or Lakeside	£16.00
Friday 3rd	Brick Lane Music Hall	(SOLD OUT)
Monday 6th	Afternoon Cite Europe	£14.00
Wednesday 8th	Camden Lock Town & Markets	£17.00
Friday 10th	London Lights & Sights	£16.00
Saturday 11th	Santas Magical Kingdom, The Hop Farm, Kent	£34.00
Sunday 12th	Lille Xmas Market	£33.00
Monday 13th	Valkenburg, Netherlands (5 Day Break)	£265.00
Saturday 18th	Thursford Xmas Spectacular	£59.00
Sunday 19th	Calais Xmas Market	£17.50

January		
Saturday 8th	Brentcross Shopping Centre	£13.50
Saturday 15th	Brighton Ice Show	(SOLD OUT)
Saturday 22nd	Bluewater or Lakeside	£16.00
Sunday 23rd	Brighton Ice Show	£36.00
Saturday 29th	Brighton Ice Show	£36.00
February		
Monday 7th	Afternoon Cite Europe	£15.00
Saturday 12th	De Panne	£21.00
Friday 18th	Brick Lane Music Hall	£39.00
Saturday 19th	Ostend	£26.00
Thursday 24th	Boulogne	£25.00
Saturday 26th	Disneyland, Paris	£70.00
March		
Monday 7th	Afternoon Cite Europe	£15.00
Friday 11th	Royal Tunbridge Wells	£12.50
Saturday 12th	De Panne	£21.00
Wednesday 16th	Brick Lane Music Hall	£35.00
Thursday 17th	Boulogne	£25.00
Friday 18th	The Stitch & Craft Show 2010 at Olympia	£23.00
Saturday 19th	London Zoo	£27.00
Wednesday 21st	Sluis	£35.00
Friday 25th	Ideal Home Exhibition	£28.00
Saturday 26th	Bruges	£33.00

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covers for the new extended anvil restaurant which is extremely successful – you will need to book in advance for Friday and Saturday nights.

The beautiful restaurant with its folding doors opening onto the garden, patio and the river frontage.

And not least, the micro brewery has now been finished and will be brewing its first batch of beer

that year, to set up the first permanent English settlement there – in Jamestown. But the recent story began only last year, in March 2009.

At that time the pub came on the market, as a part of Punch Tavern's divesting of its assets, and the pub had become totally dilapidated in fabric and was closed.

But local businessman and entrepreneur, Richard Bishop, was so appalled by the uncertain future of the village pub that on April 23 – St George's Day – he incorporated a registered private company (Farriers Arms Kent Ltd) and put in an offer of purchase. When the offer was accepted, Richard gathered together a host of villagers and friends to invest, such that by June 12 the pub had been fully purchased.

The amount of work to renovate and extend the premises, including the voluntary efforts of the shareholders, cannot be overplayed. The effort by families has been phenomenal. Roofing repairs were necessary, rotting floorboards were replaced and everything has received several coats of paint.

Local joiner and cabinet-maker Lenny has built the new bar, literally from scratch, having to hunt for antique doors to re-fashion into the stunning bar with a polished oak top complemented by the solid brass foot-rail that formerly graced the bar at The Mariners' Mission, in Hong Kong.

A new kitchen has been built to serve the various dining areas, where there is now 55

very shortly.

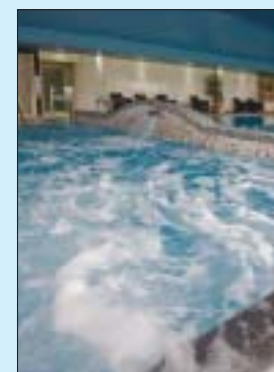
The new a la carte menu can be seen on the website along with the bar menus at www.thefarriersarms.com. The Christmas menu will be available from November 30 where large parties can be catered for in either the large restaurant or forge function room.

Also on sale shortly is tickets for New Year's Eve, an evening which includes a black tie gala buffet, bar and disco where tickets cost just £40 or £5 if you prefer to make use of just the bar and disco instead.

The next event is fireworks on November 6 where there will be children's entertainment. The evening will start with music by the Lostres Hombres from 6:30pm and the fireworks set to music will start at 7:30pm. This will be followed by the lighting of the giant bonfire at 8pm. Also available is hot mulled wine, bar and hog roast or BBQ. Tickets are on sale from the pub, families (two adults, two children) £15 or £20 if bought on the night.

The Farriers is managed by June Ballard, and the Head Chef is Richard Bayliss, Gerald is Maitre D and there is a charming and elegant complement of waitresses and kitchen staff. All would welcome your coming to sample the wealth of sustenance and entertainment that The Farriers has to offer.

Farriers Arms, The Forstal, Mersham, Ashford, Kent TN25 6NU. Phone 01233 720 444. www.thefarriersarms.com.



HIGHLY COMMENDED: The London Beach Country Hotel in Tenterden was recognised at the Kent Environment Awards

Pure luxury and relaxation that doesn't cost the environment

LONDON Beach Country Hotel in Tenterden was highly commended at this year's Kent Environment Awards.

The awards, run by Kent County Council, recognise and reward Kent businesses for innovative environmental and community work they undertake. London Beach was a finalist at the awards and recognised for its consideration to the environment while developing the spa and golf course last year.

More than £3 million was invested into the hotel to develop environmental technologies including: solar panels; heat recovery system; new LED lights and a sustainable irrigation system using rain run-off and water diversion systems.

These investments resulted in approximately nine million litres of water and more than 48,000kW of electricity saved each

year. During construction of these processes, much thought was put into how the hotel could reach its full environmental potential.

"I am delighted that the work we have put into developing the hotel to ensure it is environmentally friendly has been recognised by these respected awards," said Pierre Edmonds, owner of the hotel. "We'll continue to ensure we save energy and resources and shall take into consideration environmental impacts when we plan future developments to the hotel."

Situated in the charming Weald of Kent, the London Beach Country Hotel is perfect for a retreat in the countryside. Guests are welcomed to take advantage of its spa, health club and parkland golf course.

Please visit www.londonbeach.com for more information.

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A one-stop shop for all your MOT needs

AN Ashford garage has revitalised premises it moved out of at the beginning of 2009 to create a local MOT business within walking distance of the town centre.

When D+D Autos moved to its new, purpose-built premises in Moat Way, Orbital Park a year and a half ago, it brought to an end a quarter of a century of service at its old Victoria Road premises.

While the jumble of buildings it left behind were not up to the job of providing a 21st century service and repair facility, they were handy for the town centre and were missed by a number of Ashford customers.

Now the family business, headed by Derek Petridge, has reopened part of the old site as MOT Express Ashford under the care of long-serving employee Alan Crawford, one of the most experienced MOT testers in the area.

Alan has been testing local vehicles for the best part of 25 years and has been with D+D since February 1993. He's delighted to be at the helm of the Victoria Road business and is offering a dedicated MOT service that is proving ideal for people who work in the town.

"Our new premises at Moat Way offer first class facilities for service, repairs and MOTs, but some of our old customers liked the fact that they used to be able to walk into town while their car was being tested," explained Lorraine Fuller, D+D Autos' operations manager.

"As well as being useful to those customers, MOT Express Ashford has helped to boost trade in the town itself and has allowed us to take on another tester, which is a little bit of good news during these difficult times."



EXPERIENCE: MOT expert Alan Crawford

Driving a successful business

THE Vauxhall franchise, situated in London Road, Bapchild, (on the A2) has been operating since 1992 and prides itself on the quality of service it provides together with its commitment to the community.

The family firm was established after managing director, David Pomphrey, acquired the business and assets of a former Vauxhall dealer at the site.

Now in its 19th year, Pomphreys has evolved into a one-stop shop for drivers offering a wide choice of new and used cars, from the compact Agila to the premier Insignia, together with a range of vans. It also offers servicing and repairs, a parts department, an MOT centre and an accident repair operation.

Marketing manager Kathy Skipp believes the company's ethos of quality and customer care has seen it through several economic

down - turns and



AWARD-WINNER: The London Road Vauxhall franchise is a family run firm priding itself on quality of service

endeared itself to the community.

She said: "It's a great place to work. There's a good atmosphere and team spirit. We take pride in what we do and we try to understand the needs of each customer individually."

"We have a tremendous amount of repeat business. Some of our customers bought a car from us nearly twenty years ago and have kept coming back and now their children have come to us for their first car. That's very satisfying."

If the quality of service is important to Pomphreys then so is its workforce – evident by staff retention levels with some clocking up more than thirty years.

Finding independent evidence of Kathy's testi-

monial isn't difficult. The company holds an investor in people status – awarded by the British Standards Institute (BSI) – recognising Pomphreys' efforts in leading, managing and developing the people who run its operation.

BSI has also approved the company for the quality management systems in place.

Kathy says unlike other independent dealers the conditions of the Vauxhall franchise is a further guarantee of quality.

"As a franchise we are approved by Vauxhall to sell their cars and in order to do so we must comply with a strict set of rules, regulations and standards. We are regularly spot checked."

Pomphreys has shrewdly built up solid ties with the community in Sittingbourne and surrounding areas sponsoring and supporting hundreds of groups and good causes over the years.

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2.0 TS	£406.37
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Alfa Services



PROVIDING exemplary customer service is the key factors in building a successful business.

That is the view of Adrian Pile, sales manager at Northgate Alfa Romeo garage in Canterbury a business that has stood the test of time.

Not far from Canterbury Cathedral, the dealership has been trading in its current form as an Alfa garage for more than 15 years.

Treating the customers with the respect is the main reason why the business has been successful, says Adrian.

"We always do our utmost to make sure that people who come to us for whatever reason are given the very best we can offer. It's our main aim," he said.

"It's important that customers have trust in you and what you're doing and that is something we strive for. It is nice for them to come in and meet the same staff and recognise us so we can build up a real relationship with the customers. It's something we take pride in and always have.

"It makes a big difference when customers come back to a dealership and see the same face each time, it enables you to build up a bit of rapport with them and helps you understand their needs to a greater extent. We don't treat people as a number here. We are always straight with people and don't just tell them what they want to hear, by giving them any old flannel. We tell them how it is and spell out all the options."

The dealership has a dozen staff under Adrian, but selling the most emotive and historic of Italian cars is only part of its operation.

Body repairs, servicing, free estimates and MOTS are also under their remit.

Adrian said it was making sure everything is down to the highest of standards that is also a factor in Northgate Alfa's ongoing story.

He said: "All our parts are the official Alfa Romeo ones. If you use the trade parts then you find that they may not fit, wear out quickly or fail, whereas ours are guaranteed for 12 months, which offers customers real piece of mind."

Steering customers to what they really need

'Success comes from being straight with people and giving them options'



HIGH STANDARDS: Customer service is the number one priority at Northgate Alfa Romeo garage in Canterbury where selling beautiful cars is only part of the business

Adrian said that he still enjoys the work and has never seriously considered leaving Northgate Alfa.

"I've been here 30 years now and I've had

other opportunities but always decided to stay here as I like it so much.

"We used to be a Renault dealership before we changed to Fiat in 1992, then also got Alfa in

1994, which was a big deal for us as it's such a great brand. We just outgrew the site, doing both Fiat and Alfa from here so split it, and now have a Northgate Fiat in Westminster Road."

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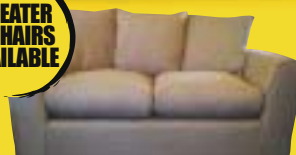
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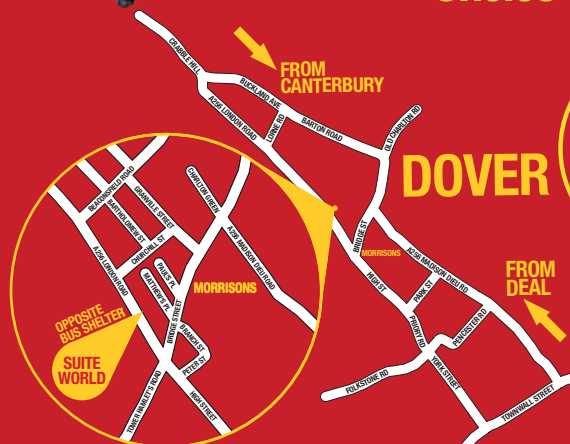
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Grim tale of deadly bodysnatchers deserves to be dead and buried

■ BY DAMON SMITH

THE murderous exploits of two Irish immigrants, who terrorised the streets of 1820s Edinburgh, provide the inspiration for John Landis's ghoulish black comedy.

Opening with a succinct disclaimer – “This is a true story... except for the parts that are not” – Burke & Hare wraps the grisly facts in a shroud of slapstick, sickly romance and anachronistic sight gags.

When the titular body snatchers unearth their very first coffin, loyal skye terrier Greyfriars Bobby sits watching them atop his owner's grave, more than 30 years before the real John Gray shuffled off his mortal coil in 1858.

Dr Lister, who was barely out of his mother's womb when the real murders began, is a figure of fun because of his halitosis, while Charles Darwin, who was at least in the Scottish capital at the time, warrants an aside.

Screenwriters Piers Ashworth and Nick Moorcroft struggle to strike the right tone.

The mix of black comedy and tragedy isn't so much bad taste as completely tasteless.

Irish scallywags William Burke (Simon Pegg) and William Hare (Andy Serkis) return home to learn that one of their elderly lodgers has passed away.

A conversation with grave robber Fergus (David Schofield) reveals that medical professor Dr Knox (Tom Wilkinson) will pay three pounds for a fresh cadaver to use in his anatomical demonstrations.

“I thought that life here was supposed to be cheap,” asks Hare.

“It is, but the price rockets when you're dead,” smirks Fergus.

Demand far outstrips supply and soon Burke and Hare are helping the ageing and the infirm to meet their maker a tad earlier than expected.

While Hare keeps his wife Lucky (Jessica Hynes) sweet with a cut of the profits, Burke



GLOOMY: Simon Pegg and Andy Serkis as grave robbers Burke and Hare, and right, Isla Fisher as Ginny

invests his share in an all-female production of Hamlet, fronted by aspiring actress Ginny (Isla Fisher), and the increasingly prolific Dr Knox crosses scalpels with traditionalist rival Dr Monroe (Tim Curry).

Unfortunately Burke & Hare is as stiff and lifeless as the unfortunate souls that the eponymous duo deliver to the surgical slab.

Pegg and Serkis share lukewarm screen chemistry and the script doesn't provide them with any decent one-liners.

Curry camps it up as best he can to offset the gloomy, grey production design, but a running gag about his foot obsession is lame.

The screen is littered with pointless cameos, including Christopher Lee as an ill-fated lodger, Paul Whitehouse as a drunkard and Stephen Merchant as one of the King's footmen.

So much talent going to waste.

At the end of the film, cameras venture inside Edinburgh Anatomy Museum and linger on the skeleton of the real life William Burke, which is well preserved more than 180 years after the murderer swung from the gallows.

Landis's film will be dead, buried and forgotten in a couple of months, if it's lucky.



BURKE & HARE
Certificate PG 



BIG DAY: The Wedding House planners are waiting to make dreams come true



YOUR TV REVIEW

WEDDING HOUSE: Channel 4, Tuesday, 8pm
THE APPRENTICE: BBC1, Wednesday, 9pm

I FIND Wedding House quite upsetting.

In the best light, loved-up couples with a taste for glitz and glamour leave one of the most precious days of their lives in the hands of a team of professional planners who will make their wedding dreams come true.

In reality, couples, only some of whom seem to love each other, are given fancy dress weddings by five individuals who find it insulting if you want to bring your own shoes. To your own wedding.

The 45-minute programme packs in four couples a week. Some of them have a lovely day. Some of them are even ready to get married.

Sam and James have been together for years, seem very happy, and throw themselves into their bizarre yet stylish Alice in Wonderland wedding. Although one can't help but feel

■ BY JENNY ARMSTRONG

a bit sorry for James. Sam has already had her church wedding with a previous husband – this is all James gets.

But Sen and Hus nearly don't get married because the groom throws a strop about the colour of his trousers, and a pair of ageing swingers renew their vows with a dungeon theme.

Some weddings are fun to watch, but sometimes it is just embarrassing.

THE new series of the Apprentice seems to have dredged up the worst group of nincompoops yet.

If you like watching adults behaving like schoolchildren, and I mean of the Lord of the Flies brand, you will like this.

As in previous incarnations two teams of high-fliers, who nonetheless are incapable of proper speech ('karmically they will be retributed' – genius) take on business tasks and a member of the losing team is fired.

At stake is a six-figure salary as apprentice to the business guru Lord Sugar, so the in-fighting gets rough. Unfortunately two candidates who seemed most like decent human beings have already left.

Unemployed graduate Raleigh Addington left after his Army brother was critically injured in Afghanistan, and surgeon Shibby Robati was fired because he was capable of admitting to his mistakes.

On a positive note, having some of the nice guys out of the way makes the ensuing catfight much more enjoyable. It no longer feels like witnessing a banker kicking a puppy.

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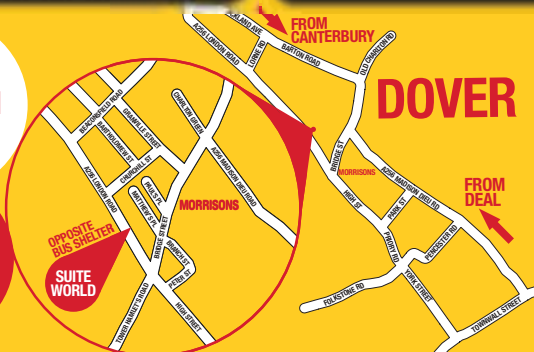
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MOTORS NEWS



Hyundai's downsizer comes with all the toys

HYUNDAI cranks up competition in the mini-MPV sector from November 18 with the launch of its roomy yet compact ix20, priced from £11,595.

The niche was identified by the Honda Jazz, but the trend for downsizing has increased demand and choice and the Hyundai will appeal not just on pricing, but also with its five-year warranty.

Standard features kicking off three trim levels include height-adjustable driver's seat, air con, six airbags plus active head restraints, and six-speaker sound system with MP3/USB input.



Lexus hybrid cuts costs without compromise

LEXUS has announced an attractive entry price of £23,485 for its all-new CT200h executive hatchback hybrid.

With a road tax-exempt 94g/km CO2 emissions, potential average mpg of nearly 70 and a 10 per cent benefit-in-kind company car tax rating plus the upmarket badge, the petrol-electric model should make company car user choosers think twice.

But buyers will need to opt for mid-grade SE-L (£25,200) for the true executive leather seats, with heated front ones.



C3 gets Cherry aid to boost Picasso's sales

IT probably didn't need it, but Citroën's award-winning C3 Picasso MPV (from £12,695) has been updated and is now available with an ultra-low emission 110bhp diesel and six-speed gearbox.

The 90bhp sister diesel is also sold in a Blackcherry special edition (£15,195), with cherry red and black detailing, plus high spec including roof bars, cherry red diamond-tipped alloys, air con, cruise control and USB/Bluetooth connectivity.

All C3 Picasso diesels now escape road tax in year one and the whole range has energy-saving Michelin tyres.



DISTINCTIVE: The almost all-new Saab 9-5 delivers everything you'd expect from the brand – turbocharged generous spec, comfort, acres of space, and traditional design

Saab back from the brink with powerful new twist

ONLY Sweden's Saab – famous for original thinking – could have fabricated a Norse saga involving the brand's near death experience earlier this year.

The former General Motors (GM) brand is fast reviving though, in partnership with Dutch supercar maker Spyker, and tapping into much goodwill in the UK, where it is also celebrating 50 years in the car market.

Leading the revival is the long-awaited Saab 9-5 replacement – the previous car can trace its origins to 1997.

Though based on the classy Vauxhall Insignia during Saab's final years with GM, as much as 70 per cent of the new 9-5 is all our own work, say the Swedes.

The distinctive bodywork is certainly in the great Saab tradition – so, in Abba-speak, you could say the brand is re-Bjorn.

It is priced from £26,695 with a generous standard spec and hi-tech features including aircraft-style head-up display, adaptive lighting and cruise control, adaptive chassis, keyless entry and starting, dual-zone air con; dynamic

ROAD TEST SAAB 9-5

BY STEVE LOADER

STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

parking assistance and all-wheel drive.

The engine line-up is all turbocharged – what did you expect from the turbo master brand? – and includes a 1.6-litre petrol unit that concedes little in performance to the slightly dearer diesel entry model, though fuel consumption is markedly inferior.

The 160PS (157bhp) 2.0-litre TiD Vector SE diesel we tested feels heavy and, like standard versions of the Insignia – not as nimble as you come to expect from BMW and Audi rivals.

But the ride comfort and long-distance cruising ability is impressive, with loads of space for those in the back and a massive boot.

The cabin isn't gaudy or innovative, but just carefully laid out in the Saab way; aficionados like to think Saab dashboards can trace their lineage back to the aviation parent company.

The powertrain and six-speed auto gearbox matches this refinement and the front-end styling won't let you down in the office car park.

I think the designer's hand strayed a little towards the rear of the car, but this opinion started a lively debate whenever I raised it with colleagues, so it's one of those "beauty is in the eye of the beholder" motors.

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Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,995*

54 Plate Skoda Fabia 1.2 HTP (54 BHP) Classic 5-Dr Hatchback

Finished in Dynamic Blue Metallic with a Black Cloth interior, 48,500 miles. £3,995*

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Finished in Metallic Gunmetal Grey, Manual, 21,800 miles. was £7,995* **Now £6,995***

2006 Ford Ka 1.3 3-Door Hatchback

Finished in Colorado Red with a Black Cloth interior, 56,500 miles. Was £3,995. **Now £3,295***

2004 Volkswagen Touran 1.6 S (100BHP) 7-Seat

Finished in Blue Metallic with a Grey Cloth interior, 50,500 miles. £6,995 **Now £6,495***

07 Plate SEAT Ibiza 1.4 16v Style

Silver, FSH, 1 owner from new, 16,190 miles. £6,495*

2006 Fiat Punto 1.2 Active 5-Door Hatchback

Finished in Astral Blue Metallic with a Black Cloth interior, 41,430 miles. £4,495*

2002 Daewoo Tacuma 1.6 SE 5-Door MPV

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*Correct at time of going to press.

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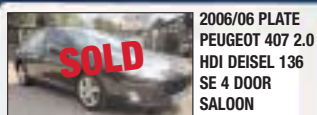
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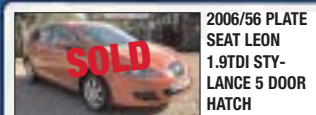
SOLD
Midnight black met, black cloth interior-aircon-6 speed manual-c/d player-alloys-front fogs-multi air bags-alarm and immobiliser-e/w-smart satnav- one owner from new-f/s/h

£5995



Citrus met-black leather interior-aircon-ltd ed alloys-abs-air bag-upgraded stereo system-alarm & immobiliser-e/w-rarely available in ltd ed colour-service history

£4995



SOLD
Sunset red-black cloth interior-aircon-rear parking sensors-e/w-c/d system-alloys-multi air bags-front fogs. Very well looked after, fun to drive with great fuel economy and a full service history.

£6995



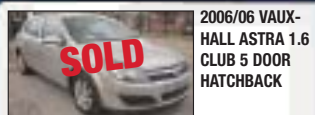
Sandringham met-dark grey charcoal interior-aircon-twin glass sunroofs-alloys-cd player-e/w-new card start system-alarm & immobiliser-c/c-front fogs-auto wiper system-1 owner from

£6495



Mediterranean blue met-grey cloth trims-colour coded-e/w-p/a/s-coded stereo with cd playfair bag protection-a super little runaround with only 56K-excellent value at only

£2995



SOLD
Panacotter silver met-dark grey cloth-aircon-abs-multi air bags-cd player-multi function steering wheel-alarm and immobiliser-e/w-f/s/h and only one owner from new offered at only

£4995



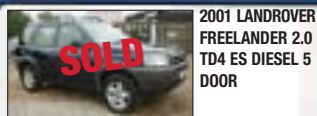
in flint grey metallic with contrasting black cloth interior-air conditioning-remote control central locking-electric windows-multi air bag protection system-drivers seat height adjustment-c/d at only

£4995



Stardust met silver-black cloth interior-aircon-heated front seats-front fogs-e/w-rear parking sensors-c/d player-multi air bags-this is car offers great fuel economy and a real pleasure to drive.

£5995



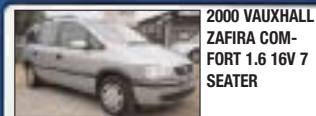
SOLD
in midnight blue metallic with contrasting grey leather interior, air con, electric windows, electric folding adjustable door mirrors, c/d in-car entertainment, multi function steering wheel, alloys only

£4495



in pacific blue metallic with contrasting black cloth interior-air conditioning-multi air bag protection system-remote control central locking-c/d in-car entertainment system-electric windowsat only

£4995



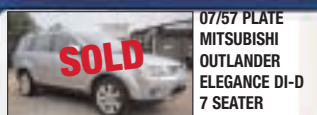
Silver met-dark grey cloth interior-aircon-e/w-stow and go rear 7 seats-cd player-e/w-electric wing mirrors-roof rails-abs-fully colour coded-an excellent value 7 seater offered at only.

£2995



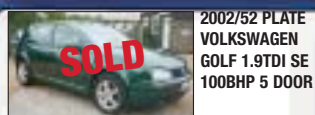
Nightfire blue met-sand leather/suede-aircon-satnav-cd player-abs-air bags-card start-c/c-alarm & immob-auto wipers-auto lights-abs-auto t/c-e/w-only 63K miles-f/s/h.

£8995



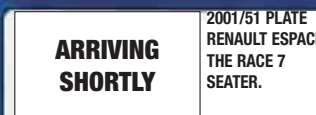
SOLD
Stardust met silver-black leather-aircon-alloys-e/w-cd player-c/c-satnav-heated front seats-multi function steering wheel-elec sunroof-6 speed-15000 miles from new and full service history

£16995



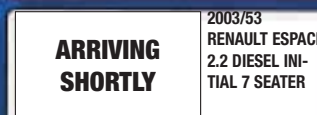
SOLD
in forest green metallic with contrasting black cloth interior-electric windows-remote control central locking-air conditioning-alloy wheels-onboard computer-c/d in-car entertainment system-

£4495



ARRIVING SHORTLY
Stardust met silver-black cloth-alloys-aircon-remote control stereo-e/w-front fogs-this 7 seater has lots and lots of extras and with only 62K miles from new shows really good value for money.

£3995



ARRIVING SHORTLY
Majenta red met-sand leather/suede-aircon-satnav-panoramic sunroof-stereo-abs-air bags-card start-alarm & immob-abs-auto t/c-the highest spec you can get-f/s/h-

£5995

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N REG FORD MONDEO LX 1.8 ESTATE-BLUE-POWER STEERING-E/W-STEREO-CENTRAL LOCKING-SUNROOF-NEW MOT AND TAXED.....£895

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08 Plate
Ford Matiz



Cash Price	Deposit	Balance to Finance	34 Monthly Payments
£3999	£1199.70	£2799.30	£77.75
First Instalment £77.75	Final Instalment £78.05	Total Amount Payable £3999	0%APR

0% APR Finance

08 Plate
Ford Ka



Cash Price	Deposit	Balance to Finance	34 Monthly Payments
£4499	£1349.70	£3149.30	£87.48
First Instalment £87.48	Final Instalment £87.50	Total Amount Payable £4499	0%APR

0% APR Finance

02 Plate
Ford Focus
4dr



Cash Price	Deposit	Balance to Finance	22 Monthly Payments
£3399	£99	£3300.00	£137.50
First Instalment £137.50	Final Instalment £137.50	Total Amount Payable £3399	0%APR

0% APR Finance

05 Plate
Vauxhall
Agila



Cash Price	Deposit	Balance to Finance	22 Monthly Payments
£3999	£1199.70	£2799.30	£116.63
First Instalment £116.63	Final Instalment £116.81	Total Amount Payable £3999	0%APR

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57 FORD C-MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 25717 MILES.....	£7999
08 FORD C-MAX ESTATE 1.6 STYLE 5DR NON STANDARD COLOUR, 20004 MILES.....	£7699
08 FORD C-MAX ESTATE 1.8 ZETEC 5DR BLUE, 14650 MILES.....	£8899
57 FORD C-MAX ESTATE 1.8 STYLE 5DR NON STANDARD COLOUR, 16248 MILES.....	£7699
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59 FORD FIESTA PETROL HATCHBACK EDGE 3 DR 1.25 82PS STAGE V	
NON STANDARD COLOUR, 12915 MILES.....	£7999
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NON STANDARD COLOUR, 12457 MILES.....	£7999
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NON STANDARD COLOUR, 16079 MILES.....	£7999
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NON STANDARD COLOUR, 11520 MILES.....	£7999
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NON STANDARD COLOUR, 27948 MILES.....	£8999
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X FORD FIESTA HATCHBACK 1.25 LX 5DR 1999 BLUE, 70000 MILES.....	£1899
09 FORD FIESTA HATCHBACK 1.4 ZETEC 5DR AUTO BLUE, 16329 MILES.....	£9299
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NON STANDARD COLOUR, 59527 MILES.....	£4299
FOCUS	
59 FORD FOCUS DIESEL HATCHBACK 1.8 TDCI ZETEC S 5DR	
METALLIC - SEA GREY, 27139 MILES.....	£11399
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2.0 DURATEC 145 PS STA NON STANDARD COLOUR, 75816 MILES.....	£5999
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147, 1.9 JTD 16v MULTIJET LUSSO, 2005, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint grey, 51447 miles, £5000, Ashford, 0844 826 5918 (TRADE)

147, 1.9 JTD 16v MULTIJET LUSSO, 2005, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint multiple airbags power steering tonneau cover remote central locking, grey, 51447 miles, £5000, Canterbury, 0844 856 4494 (TRADE)

159, 1.9 JTD 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £10000, Ashford, 0844 826 5918 (TRADE)

159, 2.4 JTD LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £12000, Ashford, 0844 826 5918 (TRADE)

159, 1.9 JTD 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £10000, Ramsgate, 0844 856 4496 (TRADE)

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159, 2.4 JTD LUSSO, 2007, abs brakes air conditioning alloy wheels remote audio controls, black, 28347 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

BRERA, 2.4 JTD SV, 2007, abs brakes air conditioning alloy wheels cd player cruise control diesel electric windows immobiliser metallic paint leather interior multiple airbags power steering trip computer remote central locking remote audio controls, silver, 28347 miles, £13000, Canterbury, 0844 856 4494 (TRADE)

BRERA, 2.4 JTD SV, 2007, abs brakes air conditioning alloy wheels cd player cruise control diesel electric windows immobiliser metallic paint silver, 28347 miles, £13000, Ramsgate, 0844 856 4496 (TRADE)

BRERA, 2.4 JTD SV, 2007, abs brakes air conditioning alloy wheels cd player cruise control diesel electric windows immobiliser metallic paint leather interior multiple airbags power steering trip computer remote central locking remote audio controls, silver, 28347 miles, £13000, Ashford, 0844 826 5918 (TRADE)

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PROPERTY NEWS

Rise in property prices damage chance of sale

ASKING prices for UK property rose by three per cent during October, research shows.

The average home for sale has seen an increase in price of just over £7,000, according to property website Rightmove.

For the past three months the housing market suffered falling prices and the number of homes on the market is remaining close to an all-time high.

The research indicates that sellers are refusing to adjust to these new market conditions.

Rightmove explained that what it called "bullish pricing" is typical of the autumn property market and vendors often struggle to react to both new stock and market changes.

The property portal also indicated that many sellers are likely to be disappointed as evidence shows that high prices can damage chances of selling the property.

Miles Shipside, director of Rightmove, said: "It is a sign that many sellers are not experiencing high levels of financial stress, but can't afford to accept a lower price if they are to make their sums stack up for the next move."

Drop in number of high end homes on market

THE value of the UK's most expensive properties has fallen by 1.5 per cent over the past year, figures from Primelocation.com have revealed, despite a slight decrease in the availability of stock.

Top value homes in Kent did not fare as badly as those in other parts of the UK, according to market analysts.

London saw the biggest monthly falls in value for the highest-end stock, dropping by 2.4 per cent between August and September 2010, while prime properties in Wales fell by 5.8 per cent over the year.

Primelocation.com believes the two main reasons for falling values are fewer wealthy individuals looking to buy property from abroad, as well as higher taxes prompting more of the UK's rich to emigrate.

SALES of properties worth £1 million and over have risen by 118 per cent in the past year, according to new figures from Halifax.

Although sales over £1m represent a tiny proportion of the UK property market as a whole, shares of all sales have risen from 0.5 per cent in the first six months of 2009, to 0.9 per cent in the same period of 2010.

A spokesman said: "The increase reflects the weakness in sterling and the relatively strong housing market in the south east."



AIMING HIGH: Eric Pickles (pictured below), the communities and local government secretary, has pledged to upgrade thousands of affordable homes for low-income families

150,000 new homes as part of reforms to social housing

THE Government has cut the social housing budget by more than 50 per cent, from £8.4 billion over the previous three-year period to £4.4 billion.

However, it says that it will invest £4.5bn in 150,000 new affordable homes over the spending review period.

It will also carry out a major reform of social housing in this country, said Chancellor George Osborne while outlining changes made in the 2010 Comprehensive Spending Review.

Included in this reform will be a shift in responsibility to local councils and a scheme which allows social landlords to charge tenants a weekly rent between social and market rates.

In addition, more than £2bn has been allocated to the Decent Homes programme,

■ BY NICK AMES

which improves housing for vulnerable people.

Other changes include a new cap on Local Housing Allowance to single claimants under 35 who are living in the private rented sector.

They will now be restricted to the rate for a single room in a shared house rather than in a one-bedroom property.

Eric Pickles, communities and local government secretary, said: "We have that seen that the old system of house building simply did not work."

"We are making the money available and delivering the reform to build and upgrade thousands of affordable homes for people on lower incomes over the next four years."

These cuts are likely to attract controversy due to plans to subsidise budget cuts by forcing those on housing benefit to pay a higher rent.



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- The advertiser must agree to the date and time of filming of any online TV advertising commercial supplied by KOS Media (Publishing) Ltd within the advertiser's agreement. (Platinum, Gold, Silver standard of commercial). Should, for any reason, the advertiser not be available at the agreed time without giving sufficient notice (at least 48 hours), KOS Media (Publishing) Ltd reserves the right to charge for any further TV production at its standard published hourly rate should the advertiser still wish to use KOS Media (Publishing) Ltd's production services to complete its TV commercial or photographic imagery included in the advertiser's agreement. The advertiser will approve and accept that there are only two choices of voice-over and music offered by KOS Media (Publishing) Ltd. Should an advertiser wish to use other voice-overs or non-copyright free music it is the responsibility of the advertiser to pay the PRS rights should they be required to do so. Any changes to or failure to approve the TV production by the deadlines agreed between both parties will result in KOS Media (Publishing) Ltd being given permission by the advertiser to replace the TV commercial with pictures or stills from a choice of photography supplied by the media owner until the advertiser can supply a TV commercial produced at their own cost and risk outside of this agreement. The advertiser also accepts and agrees that this action would not reduce the value or cost of their membership. Any cost of changes required to the TV commercial throughout the advertiser's agreement will be borne by the advertiser outside of this agreement.
- Each advertiser accepts that their ranking and position within KOS Media (Publishing) Ltd's search engine will be equal to those within their category (Platinum, Gold, Silver, Bronze, etc) other than they will be ranked based on the search engine criteria of optimisation within their level (Platinum, Gold, Silver or Bronze).
- Any delivery claims made by the advertiser or discount vouchers published within the print or online media of KOS Media (Publishing) Ltd and any action as a result of the public or otherwise is the sole responsibility of the advertiser. Any claims resulting from this via KOS Media (Publishing) Ltd must be met by the advertiser.
- a. All credit accounts due for payment shall be notified to the Advertiser by the 30th day following the date of the invoice, time to be of the essence. All sums due to KOS Media (Publishing) Ltd or RBS Factoring shall be paid in full, and the Advertiser shall have no right of set off in any circumstances.
b. In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner shall be entitled to suspend all further advertising until payment is received and/or repudiate the contract and make any surcharges for breaking the contract.
c. In the event that payment is not received by KOS Media (Publishing) Ltd by the due date, the media owner reserves the right to charge interest on all overdue balances calculated on a daily basis at the rate of two per cent above the minimum lending rate of National Westminster Bank Plc from time to time in force.
d. Notwithstanding anything in these terms and conditions or implied to the contrary, in the event of the Advertiser ceasing to use the services of KOS Media (Publishing) Ltd (for whatever reason), the whole amount of monies due from the Advertiser to the date of cessation shall fall due for immediate payment.
e. The Advertiser will be liable for all costs incurred by KOS Media (Publishing) Ltd in the recovery of debts not paid by the due date.
f. Payment may be made by cheque, credit transfer, direct debit, cash and any major credit card.
- Any discount which KOS Media (Publishing) Ltd may have agreed with the Advertiser shall be forfeited in the event of failure by the Advertiser to complete the contract or to meet the above credit terms.
- Advertising Agency commission will be allowed to those advertisers recognised by the Newspaper Society, but shall not exceed ten per cent and will be subject to the terms of that recognition. This commission will not be allowed if the Advertising Agency fails to meet the terms.
- All private advertisements and certain categories as laid down by KOS Media (Publishing) Ltd must be prepaid.
- The Advertiser agrees to indemnify KOS Media (Publishing) Ltd in respect of all costs, damages or other charges falling upon the media owners or any of the companies within the KOS Media Group as the result of legal action or threatened legal action or threatened legal arising from the publication of any advertisement or advertising promotion.
- An order for an advertisement shall amount to acceptance of these terms and conditions, and any condition placed on an order by an Advertiser shall be null and void in so far as it conflicts with them.
- Copyright in advertisements produced wholly or partially by the media owners belong to KOS Media (Publishing) Ltd. Advertisers may not reproduce such advertisements without the media owner's written consent.

All terms and conditions stated above are in place to protect the advertiser, the media owner and the communities they serve within the public domain as well as the beneficial rights of individuals and organisations. KOS Media will endeavour to always act reasonably in applying its terms and conditions.

Effective from June 2008

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SECOND DEPUTY HEAD OF CARE FULL TIME

**SALARY £27,202 PLUS £1,621 WEEKEND ALLOWANCE
SCALE KS9 POINT 29. PERMANENT 52 WEEK POST
INCLUDING ALTERNATE WEEKEND WORKING**

A second Deputy Head of Care required to work at this special school for children aged 11-19 with autism and associated learning difficulties, reporting to the Senior Care Team. Previous employment within a school or social care setting is essential, with relevant leadership/management experience. NVQ Level 4 qualification is desirable, but not essential as training will be provided.

A proportion of the working week is to be spent in direct care work/pupil support to an average of 75%. The post holder must be skilled in working with children and young people who present complex challenging behaviour. The successful applicant will have a track record of proactive approaches to behaviour management and will be required to manage the schools extended year provision, which will involve working outside of term time. Some holiday entitlement can be taken during term time by arrangement with Headteacher or Head of Care.

Stone Bay School is committed to the safeguarding and promotion of the welfare of children and employees are required to have an enhanced CRB disclosure. KCC final-salary pension scheme membership available.

Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application form.

Closing date for applications is Friday 12th November 2010.

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JOB VACANCIES

We currently have the following job opportunities based at our Ashford site:

- Experienced **Folding Operators**
- Experienced **Litho Printer** to operate Heidelberg SM102 (temporary position)
- Studio Mac Operator:** preparing artwork for litho and flexo plates, preparing artwork for digital presses and creating PDF proofs for customer review. A good eye for detail is essential. Experience with litho and flexo printing is preferred although training could be given to the successful applicant. Experience with PCs and Macs is essential.

Salary will be commensurate with experience.

If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager.

Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com

CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333

Helpdesk Analyst Vacancy Sittingbourne Kent

St Regis Paper Company is the largest manufacturer and recycler of paper in the UK. We currently have a vacancy for a Helpdesk Analyst, based at our Divisional Head Quarters in Sittingbourne, Kent.

The main duties of the post will involve: receiving and logging incoming calls, diagnosing and resolving faults remotely, ensuring calls are satisfactorily resolved within acceptable timescales, producing management reports on Helpdesk statistics and assisting with documentation of Helpdesk procedures and tasks.

The ideal candidate will possess; excellent customer service skills, a professional telephone manner with an outgoing personality, an appetite to learn new skills and resolve customer's problems. Although not essential, previous experience in a customer facing role would be desirable.

Systems to be supported include; Windows operating systems, AS400 operations and bespoke applications, Lotus Notes, Microsoft products and a Helpdesk system. Whilst experience of these systems would be distinct advantage training will be given to the right candidate.

Salary range depending on experience £16 - 20,000 pa
Closing date for application strictly 18th November 2010
Successful applicants only will be contacted to attend a 1st Interview after week commencing 22nd November 2010.
Apply in writing with current CV to:

Ms Kerry Lillico
St Regis Paper Co Ltd IT Dept
Unit 2 Oaklands Court, Tiverton Way
Tiverton, Devon, EX16 6TG



To advertise in this section 01303 817040



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Would you like to be a part of an exciting and growing team developing our portfolio across Kent's towns and districts?

Have you got innovative ideas?

Media Sales Executives (Field Based)

We have an opportunity for highly motivated people to create and sell multi-media solutions in our market-leading portfolio of newspapers and magazines. We're not looking for people to just take orders; we're looking for people who can provide first class solutions for our customers. We believe good customer service is at the heart of our success and we want to recruit people who can develop excellent business relationships and present effective and innovative ideas that will provide real value and response for our customers.

Senior B2B Sales Professionals

To play a key role in developing new business and maintaining existing relationships. The ideal candidate should be comfortable with all stages of account management and should be proficient at sourcing leads, creating initial contact, delivering presentations, writing proposals, negotiating and closing. The person we are seeking will be an energetic and enthusiastic individual with good interpersonal skills, strong relationship-building capability and have excellent verbal and written communication ability. They will need to demonstrate a proven sales track record, preferably from within B2B media, will have a good understanding of the benefits of printed, online and live media and ideally have knowledge of the Kent marketplace.

Telephone Sales Executive

Are you confident, competitive, determined and hard working? Do you enjoy a challenge and have a 'can do' attitude?

We are looking to recruit highly driven, experienced telesales professionals able to work under pressure to deadline and target, in our fast-paced advertising department.

Are you Sport mad?

Commercial Sales Manager (Sports Products)

Playing the key role in selling advertising and sponsorship across our new sports products is something that an all-round sports enthusiast would revel in. Candidates will possess a proven track record in media sales, combining excellent communication and presentation skills, a great business acumen, tenacity, and the ability to build positive business relationships.

Ultimately, we need an articulate and assured sales person with a structured sales technique, a positive manner and passion for all things sport.

Events and Exhibitions Executive

You will play the key role in selling and coordinating our groups events, exhibitions and sponsorship across our market-leading portfolio of newspapers, magazines, show guides, websites and mobile products.

Reporters

We are looking for NCTJ-trained reporters to join our busy newsroom. Candidates must be genuine all-rounders who are able to write across the various sections of our newspapers and websites, from news to features and leisure.

You will be a self-starter bursting with ideas who is able to adapt their writing style to meet the needs of a variety of publications.

Full-time Creative Personal Assistant

Reporting to the managing director and editorial director

The successful applicant will need to demonstrate they have the ability to not only produce excellent reports and run senior directors' diaries, but also have writing skills that would not be out of place in our newsroom. You will be producing monthly management reports and minutes of board meetings as well as preparing copy for marketing, and on occasions supplying well written PR for our websites, newspapers and magazines as well as the wider world of media. This position also demands absolute discretion as the business develops in the coming years.

The successful applicant must also have the ability to work to tight deadlines and be flexible when work demands dictate.

Some knowledge of media, marketing or PR would be advantageous.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

Please apply with your CV and covering letter in the first instance to:

sandra.waghorn@kosmedia.co.uk
or in writing to Sandra Waghorn,
ARCHANT KOS MEDIA,
Apple Barn, Hythe Road, Smeeth,
Ashford, Kent TN25 6SS

About us

KOS Media publishes the UK award-winning Kent on Sunday newspaper and a series of free weekly newspapers, magazines and associated websites and mobile products.

The company produces kentnews.co.uk and yourkentTV, an internet-based TV service providing regional and local news, business and sport, plus websites for jobs, property and motors.

KOS Media's newspapers have won more than 10 national awards, including UK Regional Newspaper of the Year, and UK Free Weekly Newspaper of the Year six times.

In June, 2010, media group Archant purchased KOS Media.

Archant is the UK's largest independently owned regional media business

It is a community media company active in the fields of regional newspaper and magazine publishing, contract printing and internet communications. All its titles serve clearly defined communities, based around locations or interest groups.

Archant can trace its roots back more than 160 years and today remains one of the country's largest independent media businesses. As a private company it employs 1,850 people right across England. It has an annual turnover of £142 million.

The newspaper division, Archant Regional, produces four daily regional newspapers and around 60 weekly titles with a combined circulation of 2.25 million copies every week. It is a UK top six regional newspaper publisher. It also publishes many of the group's 180 websites and a number of its magazines.

Archant also owns three magazine companies, which between them produce around 80 magazines.



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Reader Holidays

KOS 43



Bosworth Hall Hotel & pool

Pool & Gym available at a £5 supplement for the weekend



99p Bar Carry on New Year Parties

Bosworth Hall Hotel, Leicestershire - over 40s only

Arrive Fridays: January 7, January 14, January 21 & January 28, 2011

Join us for a party that extends the New Year celebrations at a price that's distinctly special. Our 2-night party break includes hotel accommodation, breakfast and dinner each day, entertainment and a 99p bar both evenings. Bosworth Hall is a super country house hotel set in landscaped grounds in the village of Market Bosworth - in the heart of England.

PRICE INCLUDES:

- **99P DRINKS** from 5pm to 11pm both nights. Drinks include house beers & spirits, wine by the glass
- Entertainment
- 2 dinners and 2 breakfasts
- 2 nights sharing a twin or double-bedded en-suite room

**SELF-DRIVE
2 NIGHTS
ONLY
£99pp
Quote CB1**

Carry on New Year Party

London International Hotel, London Docklands - over 40s only

January 2 to 4, 2011

PRICE INCLUDES:

- Entertainment both nights
- **99P DRINKS** from 7pm to 11pm both nights. Drinks include house beers & spirits, wine by the glass
- 2 dinners and 2 breakfasts
- 2 nights sharing a twin or double-bedded en-suite room



**SELF-DRIVE
2 NIGHTS
£119pp
Quote CL1**

Come Dancing Party

Warner Bembridge Coast, Isle of Wight - over 40s only

January 14 to 17, 2011

PRICE INCLUDES:

- Dance tuition, social dancing and a Grand Ball
- Variety entertainment
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE
3 NIGHTS
DRINKS-INCLUSIVE
£259pp
Quote WB1**

Carry on New Year Party

Warner Sinah Warren, Hayling Island - over 40s only



**SELF-DRIVE
3 NIGHTS
DRINKS-INCLUSIVE
£229pp
Quote WS1**

Christmas Party Break

Warner Norton Grange, Isle of Wight - over 40s only

November 5 to 8, 2010

PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite chalet accommodation
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE
3 NIGHTS
DRINKS-INCLUSIVE
£199pp
Quote NG11-2**

Mamma Mia Christmas Party

Warner Bembridge Coast, Isle of Wight - over 50s only

November 12 to 15, 2010

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 6pm to 11pm every night - house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE
3 NIGHTS
DRINKS-INCLUSIVE
£259pp
Quote MM11**

January 7 to 10, 2011

Extend the New Year celebrations and take advantage of our super money-saving offer. Our 3-night New Year party break includes hotel accommodation, breakfast and dinner each day, entertainment with special guests the Dagenham Girl Pipers and a Free bar every evening. Sinah Warren is a luxury hotel by the sea on Hayling Island - just along the south coast from Portsmouth.

PRICE INCLUDES:

- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12 noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee
- Nightly entertainment - special guests: the Dagenham Girl Pipers
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna

**COACH TRAVEL
OPTION FROM
MAIDENHEAD
& SLOUGH
£20pp
EACH WAY**

Christmas Party Break

Warner Lakeside, Hayling Island - over 21s only

December 17 to 20, 2010

PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite chalet accommodation
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- **FREE DRINKS** from 6pm to 11pm every evening. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE
3 NIGHTS
DRINKS-INCLUSIVE
£199pp
Quote LK12**

Mamma Mia Party

Warner Bembridge Coast, Isle of Wight - over 50s only

February 25 to 28, 2011

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE
3 NIGHTS
DRINKS-INCLUSIVE
£239pp
Quote MW2**

Mamma Mia Spring Party

Warner Bodelwyddan Castle, North Wales - over 50s only

March 25 to 28, 2011

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- **FREE DRINKS** from 6pm to 11pm every night - house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE
3 NIGHTS
DRINKS-INCLUSIVE
£299pp
Quote BC3**

call 01895 83 33 33 for bookings and information

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ABTA Y0291

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Women Seeking

KAREN 51, smoker, many interests, seeks country loving guy, 35-45 who is fun, loving and caring. Tel No: 0906 515 7112 Box No: 382050 ☎

LYN young 50yr old lady, divorced, attractive, size 16, black hair, green eyes, no ties, dog, likes walks, meals out, nights in, socialising, seeks gent, 40-55. Tel No: 0906 515 7112 Box No: 350023

BEAUTIFUL slim, Oriental babe, 21, stunning figure, seeks older, solvent gent, 70 plus to spoil and pamper her. Tel No: 0906 515 7112 Box No: 348545

TALL attractive nurse, dark hair, blue eyes looking to meet someone young and fit for off duty fun and friendship. Tel No: 0906 515 7112 Box No: 350719 ☎

LOVELY curvy, extrovert, green eyed blonde, seeks gorgeous, easygoing, fun male to share cuddles, laughs and TLC. Tel No: 0906 515 7112 Box No: 350697 ☎

ATTRACTIVE vivacious, curvy blonde beautiful brown eyes, many interests, looking for someone nice to cuddle up on the sofa and share good wine with. Tel No: 0906 515 7112 Box No: 350695 ☎

ATTRACTIVE vivacious lady seeks good looking male to share travel, romantic nights out and lots of TLC. Tel No: 0906 515 7112 Box No: 350693 ☎

BEAUTIFUL bubbly blue eyed blonde, full of life looking for similar extrovert male to put some fun back in her life. Tel No: 0906 515 7112 Box No: 350725 ☎

STUNNING blonde, feels life is for living looking for her Mr Right, 45-55, who can make her feel special. Tel No: 0906 515 7112 Box No: 350723 ☎

CURVY blonde, big blue eyes, many interests WLTm genuine male to make her laugh and brighten up her day. Tel No: 0906 515 7112 Box No: 350721 ☎

STUNNING slim green eyed blonde, fun to be with, likes nights out, looking for that special someone. Tel No: 0906 515 7112 Box No: 350691 ☎

CUTE female, full of fun and always likes to try new things, seeks spontaneous, manly male for fun and laughter. Tel No: 0906 515 7112 Box No: 349029 ☎

ATTRACTIVE fit brunette, good fun and down to earth, WLTm funny, romantic guy who knows how to enjoy life. Looks unimportant. Tel No: 0906 515 7112 Box No: 349007 ☎

SINGLE mum, 39, likes most things, seeks male with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349999 ☎

BLUE eyed, slim single mum, needs help, seeks genuine caring man who wants a challenge. Tel No: 0906 515 7112 Box No: 382030 ☎

YOUNG bubbly, bouncy, romantic female, sexy, cool, seeks male for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 349435

SAM attractive, outgoing with blonde spiky hair, green eyes, lonely, romantic and in need of some male company. Age/looks unimportant. Tel No: 0906 515 7112 Box No: 349927 ☎

STUNNING brown eyed brunette, funny and vivacious searching for fun and romance with unattached male. ACA. Tel No: 0906 515 7112 Box No: 349923 ☎

GILL slim stylish blue eyed blonde loving and caring, WLTm down to earth guy who knows how to treat his lady. Tel No: 0906 515 7112 Box No: 349921 ☎

AFFECTIONATE curvy green eyed brunette seeking fit active man to share new adventures with. Looks unimportant. Tel No: 0906 515 7112 Box No: 349919 ☎

STUNNING ex model, curvy, long legs seeks tall well built guy relax with. Tel No: 0906 515 7112 Box No: 349005 ☎

LOVELY curvy brunette, adventurous and feminine seeks intelligent male to share the fun side of life together. Tel No: 0906 515 7112 Box No: 349003 ☎

TINY blonde, blue eyes, lovely slim, romantic at heart, seeks really nice manly for romance, possible LTR. Looks unimportant. Tel No: 0906 515 7112 Box No: 348999 ☎

LORRAINE 5ft 8ins, slim, size 10, long dark curly hair, green eyes, likes meals out, pubs, seeks male with GSOH. Tel No: 0906 515 7112 Box No: 348857 ☎

SUZANNE 35, beautiful blonde, seeks male for chats and a relaxing glass of wine anytime. ACA, status unimportant. City area. Tel No: 0906 515 7112 Box No: 342527 ☎

HAPPY go lucky blue eyed blonde, 38, just wants to make someone happy seeks similar kind male for a loving relationship. Tel No: 0906 515 7112 Box No: 347347 ☎

SUE early 60's, black hair, brown eyes, seeks male, 59-63 for fun and friendship. Tel No: 0906 515 7112 Box No: 346929 ☎

FEMALE 42, stunning blonde nurse looking to share a bottle of good wine, relax and whatever follows with a tall professional male. Looks unimportant. Tel No: 0906 515 7112 Box No: 347345 ☎

PRETTY blonde with lovely green eyes seeks male for good conversation and companionship. Tel No: 0906 515 7112 Box No: 349901 ☎

SHAZ fun and bubbly with auburn hair seeks tall good looking guy for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349899 ☎

FUN loving, young at heart blonde, big blue eyes, looking for some fun, romance and TLC. Tel No: 0906 515 7112 Box No: 349897 ☎

VERY pretty blue eyed blonde, funny and warm seeks attractive down to earth, older male for fun, laughter and love. Tel No: 0906 515 7112 Box No: 349895 ☎

FAYE N/S, non drinker, lots of love to give, seeks special, genuine, honest male. Tel No: 0906 515 7112 Box No: 349309 ☎

MARGARET 69, 5ft 4ins, active, N/S, GSOH, likes keep fit, walks, meals out, nights in, holidays, seeks nice likeminded gent, 65-70 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349085 ☎

GORGEOUS tall feminine brunette seeks special loving, much older guy with a passion for life to get together with. Status unimportant. Tel No: 0906 515 7112 Box No: 349035 ☎

CHATTY blonde, fun to be around, will try anything once, looking for some serious fun with confident guy. Tel No: 0906 515 7112 Box No: 349033 ☎

PETITE female with lovely long auburn hair, sensitive and loving seeks someone nice to share lots of cuddles, TLC and more. Tel No: 0906 515 7112 Box No: 349031 ☎

CURVY blue eyed blonde who just wants to have a good time with no complications WLTm likeminded guy. Looks unimportant. Tel No: 0906 515 7112 Box No: 347127 ☎

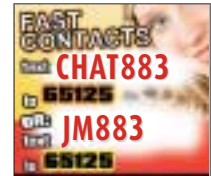
VIVACIOUS brown eyed brunette seeks tall, confident, tactile guy looking for romantic fun. Tel No: 0906 515 7112 Box No: 347125 ☎

GORGEOUS blue eyed brunette, hurt in past and looking for someone to mend a broken heart and put some lust back. Tel No: 0906 515 7112 Box No: 347123 ☎

ALICE 47, black, seeks older male for love and relationship. Tel No: 0906 515 7112 Box No: 381748 ☎

WARM caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 349465

STRAIGHT female, 60-75 seeking male companionship, no complications for fun and socialising, gay man welcome. Tel No: 0906 515 7112 Box No: 341379 ☎



CHEEKY brunette, seeks much older male to have some fun with. Tel No: 0906 515 7112 Box No: 377306 ☎

DEBBIE 40, gorgeous cuddly red haired beauty, WLTm a beautiful romantic man to sweep her off her feet and put some fun back. Tel No: 0906 515 7112 Box No: 346807 ☎

CAROLE 52, long chestnut hair, attractive, 5ft 4ins, medium build, likes travel, animals, countryside, seeks Scottish male, under 57 with hair. Tel No: 0906 515 7112 Box No: 380448

I love rock and roll. Dance partner needed for lovely slim blonde in Hove, 5ft 7ins, 50 plus, no ties, needs nice, intelligent guy 50 plus, tall, no ties who wants to boogie and maybe more. Tel No: 0906 515 7112 Box No: 378984 ☎

WARM caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 344965

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PROFESSIONAL attractive, friendly, black British female, mid 40's, size 10-12 likes socialising, seeks sincere male of any nationality for LTR. Tel No: 0906 515 7112 Box No: 341125

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COSTA 42, 5ft 11ins, slim, athletic, educated, graduated lawyer, seeks attractive lady, any age for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 350243 ☎

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HONEST caring, genuine female, 44, GSOH, likes meals out, nights in, seeks similar male. Tel No: 0906 515 7112 Box No: 381844 ☎



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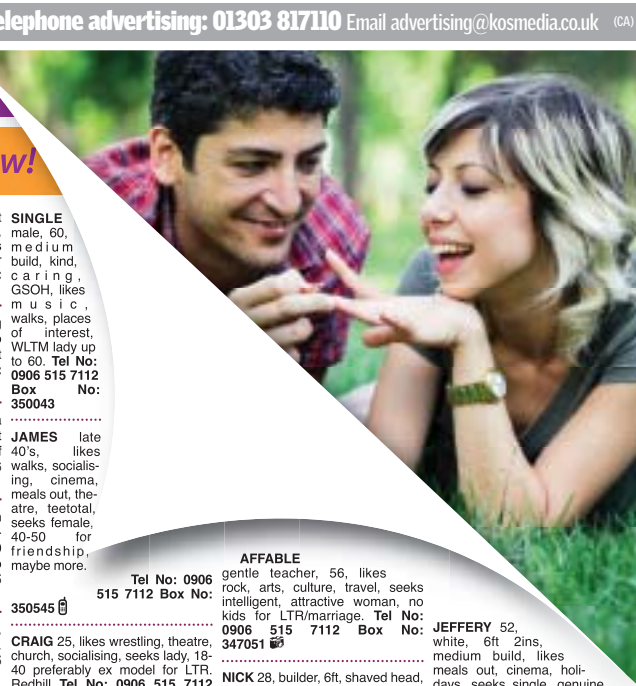
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PROFESSIONAL affluent executive, 5ft 8ins, N/S, needs to correct work/life balance, seeks lady, 35-45 to share quality time with. Tel No: 0906 515 7112 Box No: 348899 ☎

TALL loving Latino male, well built, slim, olive complexion, openminded, likes music, sports, culture, politics, theatre, reading, writing, seeks N/S, busty female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 340165

SUSSEX male, 45, trusting, presentable, seeks female, 40-50 faithful and believes that romance is not dead. Tel No: 0906 515 7112 Box No: 381884 ☎

SOLVENT male, 45, 5ft 10ins, dark hair, fit, sporty, seeks tall, curvy female, 35-45. Tel No: 0906 515 7112 Box No: 381870

SLIM good looking male, naturist, likes conversation, wine, sunshine, seeks female with similar interests. Tel No: 0906 515 7112 Box No: 381840 ☎

WIDOWER 68, 6ft tall, grey hair, N/S, likes sport, music, theatre, seeks attractive N/S female, 60-66 for LTR. Eastbourne. Tel No: 0906 515 7112 Box No: 323687

PAUL 48, slim, 6ft, seeks caring female. Tel No: 0906 515 7112 Box No: 348705 ☎

ROMANTIC good looking male, early 50's, many interests, seeks tall, black lady for friendship. Tel No: 0906 515 7112 Box No: 381418

JEFFERY 52, white, 6ft 2ins, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348663 ☎

JOHN 5ft 2ins, medium build, 56, likes erotic dancing, walks, meals out, down to earth, seeks slim-medium build female, 45 plus for LTR. Tel No: 0906 515 7112 Box No: 349119 ☎

DAVID young intelligent, strong, funny male, 30, black British African, seeks beautiful female with GSOH to share relationship and fun. Tel No: 0906 515 7112 Box No: 381898 ☎

ATTRACTIVE blond blue eyed male, 47, HIV positive, extremely genuine, sincere, GSOH, OHAC, seeks warm, sincere, Oriental/black/Asian female. Tel No: 0906 515 7112 Box No: 348973

Gay Seeking

TALL non scene guy mid 20's, seeks older gent, 65 plus for friendship/relationship. Tel No: 0906 515 7112 Box No: 348543

MARK 58, divorced, bi, 5ft 11ins, good shape, seeks bi male for fun and friendship. Tel No: 0906 515 7112 Box No: 337763

VIC 70, fit, healthy, own home, seeks CD male for fun and friendship, maybe more. Tel No: 0906 515 7112 Box No: 338903

ANTHONY divorced, bi-curious, fit, 40's, likes wine, travel, seeks similar guy to see what happens. Tel No: 0906 515 7112 Box No: 381120 ☎

JAMIE Eastbourne, 35, gay, seeks same in local area for LTR. Tel No: 0906 515 7112 Box No: 381522 ☎

TALL blond, muscular non scene guy 29, seeks older solvent gent, 65 plus for friendship/relationship. Tel No: 0906 515 7112 Box No: 348543

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Picture IGOR KUPCO

**THRILLING:** A last minute penalty saved Canterbury from losing

Canterbury curb losing streak with a draw

A LAST-GASP penalty from Tom Best earned a draw for Canterbury in a thrilling game with Dings Crusaders.

Along with a bonus point earned for four excellent tries, the kick ensured the city club left with three points and prevented their losing streak from extending to four games.

Canterbury have had a good record at the Bristol club in recent seasons and looked well on the way to another win as they made a flying start.

Powerful runs from Wim Baars set up tries for Rob Keir and Peter Kelly, with

RUGBY

Dings Crusaders 30 Canterbury 30

Best adding a conversion and a penalty to give the visitors a 15-0 lead.

Canterbury had been in almost total control of the first-half, but an awful spell either side of half-time undid all their good work. The lead was slashed to five points at the break, with Dings scoring a converted try and a penalty just before the whistle.

It got worse for Danny Vaughan's men as errors allowed the hosts to score two more tries, which gave them a nine-point lead.

Gert De Kock was at fault for the latter score, but the full-back made amends by scoring Canterbury's third try after exchanging passes with Mike Melford.

Dings kicked two penalties to lead 30-20, but Canterbury responded with another score from De Kock. Best kicked the conversion and then kept his cool to slot over a penalty from 35-metres in the final seconds.

Canterbury host Henley on Saturday.

HOCKEY

Seymour back in action after Delhi

NATALIE Seymour is set to make her first appearance of the season for Canterbury ladies this weekend after a successful summer with England.

The 24-year-old defender missed the start of the season while on international duty at the Commonwealth Games. She returned with a bronze medal to add to third place finishes at the World Cup and Champions Trophy earlier this year.

After an enforced break from hockey following the tournament in Delhi, Seymour is refreshed and looking forward to joining up with her club-mates again.

She said: "It's been an amazing summer, there have been times where we've been disappointed, but on the whole it's been very successful. "I'm really excited about going back. [Canterbury] have had a really good start to the season and I think they'll do well this season."

The defender's return will be a timely boost for the side, who visit defending champions Leicester ladies, who top the Premier Division after an unbeaten start to the season.

Canterbury briefly topped the standings last month, but remain firmly in contention and would go above Leicester with a win on Saturday.

The club's men prop up the table after a sluggish return to the top flight and after a break in fixtures return to action this weekend.

Kwan Browne's team are at home to mid-table Surbiton on Sunday.

Follow all the action at the weekend with **Kent Football Live**. We bring you all the goals as they go in with our live match updates from every game involving Kent sides. All you have to do is log onto **www.kentsport.co.uk** from 2pm onwards and watch the action unfold.

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**NEW ERA:** Goalscorer Ben Smith (left) took a penalty to secure a draw for Canterbury and Tim Clark (right) believes playing at Winch's Field is a step forward for the club

Pictures DAVID MILLANEY

City hope Herne Bay move is step in right direction

A NEW era begins for Canterbury City this weekend as their first-team make their debut at Winch's Field.

The game against Snodland marks a significant watershed for the club, who have played all their fixtures in recreation grounds at Bridge and Hersden since reforming in 2007. With a purpose-built home in the city still some way off, a move to an existing ground was the only option.

A three-year groundshare with Herne Bay was agreed in the summer, but was dependent on previous tenants Norton Sports moving back to their home in Sittingbourne.

Tim Clark, City's chairman, believes playing at Herne Bay will be a big step forward for Canterbury.

He said: "I think it would be fair to say it's an historic moment in the club's progression. In four seasons not only has the club reached the position where a groundshare is viable, but there's also a belief in the club that it's the logical step to take."

FOOTBALL

■ BY DAVID PRITCHARD

ical step to take.

"While our ultimate goal is to have our own home ground, Winch's Field offers us a base to play in a non-recreation ground setting. It's befitting of a cathedral city club, but also will hopefully be an inspiration to our players and in attracting new ones."

A vigorous promotional campaign in Canterbury and Herne Bay has been positive, with the club hoping the prospect of watching football at a Kent League ground will improve attendances. Gates at Hersden hovered around 65 and Clark is hoping to increase the average into three figures.

The self contained ground also provides an opportunity for the club to charge an entrance fee, at £2.50 for adults, for the first time.

On the pitch City will be hoping for three

points after drawing 1-1 with high-flying Bridon Ropes on Saturday.

In the end a draw was probably a fair result, but City will look at the four times they struck the cross bar and probably claim the victory should have been theirs.

Former City player Simon Moore was back after a spell at Herne Bay, while goalkeeper Jack Smelt made his debut.

The game took time to warm up and took until midway through the first-half for either side to create a good chance. It fell to Renford Tenyue, who blasted a shot from 25 yards which was superbly finger-tipped onto the bar and out by Bridon stopper Michael Manchester.

Jake Gess also headed against the woodwork before the break.

City took the lead from the penalty spot just after the hour mark when Buster Smissen was pulled back. Ben Smith stepped up to emphatically beat Manchester.

City had chances to finish the game off and their profligacy was punished when Bridon snatched an equaliser four minutes from time.

Town boss threatens to ship players out after a poor run

FOOTBALL

BY DAVID PRITCHARD

Whyteleafe 3

Smith 3, Fleming 28, Lloyd og 43

Whitstable Town 2

Neal 73, Pulman 90

FRESH blood is in the pipeline for Whitstable Town after a fourth defeat in five league games saw them slip into the Ryman South's relegation zone.

Top of manager Mark Lane's wish-list is a centre-half after watching his side again score goals away from home, but take nothing from the game. After losing 4-3 at Merstham last Tuesday, the Oystermen's defensive frailties again resurfaced at Whyteleafe as the hosts were gifted a 3-0 lead before half-time.

It has left Lane searching for reinforcements in a bid to turn his side's fortunes around.

He said: "We are looking at bringing in a couple of new faces this week. Players will probably go in the other direction naturally, they aren't going to like sitting on the bench."

"Before the last two games I was quite happy with the defence, but I think we need a centre-back. Gareth Cornhill's been playing there, but his best position is wide right and Louis Smith is still another game or two



ON TARGET: Goalscorer Jon Neal came on as a substitute

away from being fit. We maybe need another striker and a midfielder as well."

An alarming trend in recent games has been the concession of early goals. There were just three minutes on the clock on Saturday when Whyteleafe opened the scoring through Josh Smith.

Whitstable Town starting XI



Subs used: Sherman (Gooding 46), Vahid (Heard 46), Neal (Parker 65)

The hosts hit the crossbar with the next attack, but did not have too long to wait against a misfiring Town. Fred Fleming rose unmarked to double the lead just before the half-hour mark and a Steven Lloyd own goal just before the break completed a thoroughly miserable first-half.

It left Lane with a difficult choice over who to substitute at half-time.

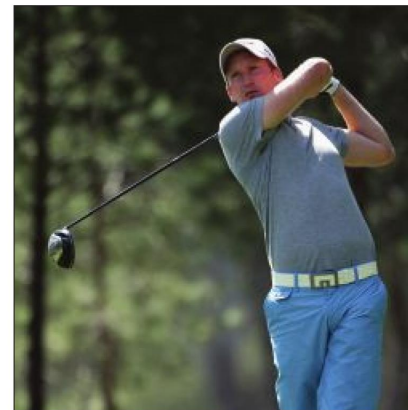
He said: "It could have been any one of ten who could have come off. Realistically we didn't turn up for the first-half"

While they have been vulnerable defensively all season, Town have looked dangerous going forward and again hauled themselves back into the game.

Jon Neal, just on as a substitute, scrambled home from close range, although Whyteleafe felt a defender had been fouled in the build-up. Ian Pulman made it 3-2 in stoppage time, but it was too late to mount a sustained challenge for an equaliser.

Last night's game against Bognor Regis Town was postponed due to the West Sussex club's cup commitments. Fleet Town visit the Belmont on Saturday.

GOLF



HOPES DASHED: Steven Tiley slipped to 26th position

Tiley edged out in race for European Tour card

HOPES of automatically qualifying for the European Tour next year were dashed for Steven Tiley in the final round of the Challenge Tour season.

The golfer from Herne Bay needed a strong finish at the Apulia San Domenico Grand Final in Italy to get into the all-important top-20 on the money list, which would have given him a full card for the elite European Tour.

Tiley made a great start to the tournament, shooting a blemish-free round of 66 in the first round to take a share of the lead on five-under-par. Despite a 73 in the second round he was still joint first at the halfway stage.

The 28-year-old was again over par in the third round, carding a 72, but he still began Saturday's fourth round in sixth place. Ordinarily a one-over-par round would by no means be a disaster, but it saw him slip from sixth to a share of 12th place.

The difference in prize money was almost exactly the amount separating Tiley from the top 20 on the rankings, forcing him to settle for 26th position.

LEAGUE TABLE

(Not including midweek games)

RYMAN DIVISION ONE SOUTH

	P	W	D	L	Gd	Pt
1 Leatherhead	13	9	3	1	+23	30
2 Metropolitan Police	9	8	1	0	+24	25
3 Bognor Regis Town	11	7	2	2	+14	23
4 Sittingbourne	14	6	4	4	+4	22
5 Burgess Hill Town	13	6	4	3	+3	22
6 Merstham	10	5	6	3	0	21
7 Walton Casuals	13	6	2	5	-1	20
8 Whitehawk	11	5	4	2	+12	19
9 Eastbourne Town	13	5	4	4	+1	19
10 Godalming Town	12	6	1	5	-11	19
11 Dulwich Hamlet	12	5	2	5	+2	17
12 Chatham Town	14	5	2	7	-7	17
13 Fleet Town	10	5	1	4	-2	16
14 Chislehead	13	4	4	5	+6	16
15 Faversham Town	13	4	3	6	-3	15
16 Worthing	11	3	5	3	+6	14
17 Ramsgate	13	4	2	7	-2	14
18 Whyteleafe	13	4	2	7	-7	14
19 Walton & Hersham	12	3	1	8	-7	10
20 Horsham YMCA	13	3	1	9	-24	10
21 Whitstable Town	12	2	3	7	-7	9
22 Corinthian-Casuals	13	1	3	9	-12	6

KENT LEAGUE PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Herne Bay	11	6	4	1	9	22
2 VCD Athletic	10	6	3	1	6	21
3 Beckenham Town	9	6	1	2	8	19
4 Greenwich Borough	9	6	0	3	10	18
5 Deal Town	10	5	1	4	-2	16
6 Hythe Town	7	4	1	2	6	13
7 Erith Town	9	3	4	2	3	13
8 Sevenoaks Town	9	4	1	4	-2	13
9 Tunbridge Wells	7	3	3	1	10	12
10 Norton Sports	8	2	4	2	1	10
11 Fisher	9	3	1	5	-5	10
12 Erith & Belvedere	7	2	1	4	-3	7
13 Corinthian	8	2	1	5	-7	7
14 Lordswood	8	1	2	5	-6	5
15 Holmesdale	10	1	2	7	-11	5
16 Sporting Bengal	9	1	1	7	-17	4

KENT COUNTY LEAGUE PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Gray Valley (PM)	11	7	2	2	13	23
2 Brillon Ropes	11	7	1	3	9	22
3 Hollands & Blair	9	6	3	0	17	21
4 Phoenix Sports	12	6	2	4	5	20
5 Rusthall	11	5	3	3	7	18
6 Canterbury City	10	5	1	4	0	16
7 Stansfeld O&B Club	11	4	2	5	1	14
8 Charlton Community	9	4	1	4	-2	13
9 Snodland	11	3	4	4	2	12
10 Bly Spartans	10	3	3	4	2	12
11 Fleet Leisure	9	3	3	3	1	12
12 Lewisham Borough	9	3	2	4	4	11
13 Sutton Athletic	11	3	2	6	-4	11
14 Bearsted	11	2	4	5	-15	10
15 Woodstock Park	9	2	2	5	-12	8
16 Tonbridge Invicta	10	1	1	8	-20	4

FIXTURES (Saturday): Ryman Division One South: Whitstable Town v Fleet Town; Kent League Premier Division Cup: Sporting Bengal v Herne Bay; Kent County League Premier Division: Canterbury City v Snodland

Cup holders take giant step to quarter-finals

FOOTBALL

Herne Bay 4 Sporting Bengal United 0

HERNE Bay put one foot in the Premier Division Cup quarter-finals with a comfortable first leg victory against Sporting Bengal United.

The hosts scored twice in each half to begin their title defence in style, extending their unbeaten run to 12 games in all competitions.

Bay boss Simon Halsey was delighted with the result, which should make the second leg this weekend a formality.

He said: "I thought 4-0 flattered them, it really should have been a few more, but it's a good result to take back to their place for the second leg."

Bay were missing the suspended Jamie Maxted and Jimmy Corbett, plus the unavailable Luke Harvey, and took time to get into the game. Steve Hanson laid on the first goal in the 18th minute, unselfishly squaring for Rob Lawrence to tap into an unguarded net.

The hosts had chances to extend their lead, but the second goal did not arrive until late in the half, when Simon Brown fired home.

Hanson again turned provider to set up Byron Walker three minutes into the second-half and Rhys Lawson completed the scoring just after the hour mark.

Bay have scored freely in recent weeks, but Halsey was also pleased with a clean



GOAL: Byron Walker netted Bay's third goal on Saturday

sheet. The Bay manager believes it is no coincidence his side have improved defensively since Toby Ashmore arrived.

He said: "Toby's come in and done very well. He's adapted his game to suit us and is going from strength to strength."

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